

SPOTLIGHT

APRIL 2018



MARCH MAD NESS 2018



WHAT NOT TO DO



Steve Greer

Chief Executive Officer
AIL/NILICO Agency Divisions

GOAL SETTING IS NOT ONLY ABOUT CHOOSING THE REWARDS YOU WANT TO ENJOY, BUT ALSO THE COSTS YOU ARE WILLING TO PAY. — JAMES CLEAR

ROUTINELY RECEIVE A TON OF EMAILS

containing links to articles our people have read which inspired them in some way. I have a folder in my inbox where I save all the inspirational stuff to pull out on days when I am feeling less than inspired. Yes, I have those days too; everyone does.

I recently clicked a saved link to an article by entrepreneur and motivator James Clear called *Inversion: The Crucial Thinking Skill Nobody Ever Taught You* that I received almost a year ago. The word *inversion* caught my at-

tention and my first thought was, “They want me to stand on my head!” Turns out, that’s not necessary ... thank goodness.

Ancient philosophers known as Stoics did a mental exercise which translates to “premeditation of evils.” In other words, they would contemplate the negative things that could happen in life; for example, what it would be like to lose your job and become homeless, etc. These guys believed that by imagining the worst-case scenario ahead of time, they could overcome their fears and try to prevent at least some of the negative stuff. While most people were focused on how they could achieve success, the Stoics also considered how they would manage failure. What would things look like if everything went wrong tomorrow?

According to Clear, “Avoiding mistakes is an under-appreciated way to improve. Sometimes it is more important to consider why people fail in life than why they succeed.” You know: What NOT to Do. We’re always told to think positively, have a clear vision of our goals, blah blah blah. But nobody ever says anything about how to avoid the bad stuff ... and there WILL BE bad stuff. No one is suggesting we become all doom and gloom waiting for the next disaster to hit but it makes sense to identify possible pitfalls — know what

they look like — and steer clear of them as much as possible.

Relating this concept to AIL, we need to ask ourselves what sorts of things could lead to failure. Having and keeping satisfied customers is the key if you are an agent, so it would be very bad if you alienated your customers. What might cause that to happen? Things like being late for appointments, being unprepared, not returning calls, not following up after the sale. There’s what not to do.

As a manager, you depend on the dedication and hard work of a loyal team. The worst thing would be not being able to build and keep a team of people. What would it look like if you were the worst manager ever? Bossy, uncaring, not leading from the front, unappreciative, selfish, not accountable. You wouldn’t want to work for somebody like that and nobody else does either. Do exactly the opposite to achieve success.

Inversion can teach us what to avoid and show us things about ourselves we might have missed. It allows us to step outside our normal way of thinking and see situations from a different angle.

Keep those positive thoughts coming but always consider the opposite side of things. 📧

SPOTLIGHT

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APRIL 2018

VOL. 51 NO. 4

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2018, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer’s first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: **73.0%**
Net to Gross: **80%**

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Thursday 5/24** before 3:30 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be received at Home Office by **Tuesday 5/29**. eApp business excluded from the 7 day hold should be uploaded by **Thursday 5/31** before 3:30 p.m. CST to count for **May** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$5,916,778

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Page 30-37**.

DOWNLOAD THE **Spotlight App**

1. Go to the App Store or Google Play
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*** Look for the asterisk!** The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2019 Awards Presentation are: the top SGA from each category based on Performance Factor with 100% minimum, the top MGA / RGA from each category based on growth in excess of 10% and Performance Factor with 100% minimum, the top five GAs, the top five SAs, and the top ten Individual Producers, the top PR Representative from each category, and the top PR Manager from each category. View the 2019 Convention Qualifications online at www.aillife.com or www.nillife.com. **Check your production!** If there is an asterisk by your position, you could be on your way to stay at the wonderful Caesars Palace in Las Vegas! The convention will be held May 8-11, 2019.



LOOK FOR ME!

ANNIVERSARIES

34 YEARS OF SERVICE

Vivian Dwyer, PR
Susan Gilbert, PR

30 YEARS OF SERVICE

Scott Remmey, AGT

28 YEARS OF SERVICE

Paramjit Sangha, AGT
Sharon Nigota, AGT

23 YEARS OF SERVICE

Darrell Dorey, PR
Maria Esposito, AGT

20 YEARS OF SERVICE

Cisco Perez, SGA
Becky Cutler, PR

18 YEARS OF SERVICE

Vance Rountree, GA

17 YEARS OF SERVICE

Mary-Delores Ayarzagaitia, MGA
Theodore Pappas, SGA

16 YEARS OF SERVICE

Douglas Zigby, AGT
William Slocum, PR

15 YEARS OF SERVICE

Horace Johnson, AGT

13 YEARS OF SERVICE

Shiwa Echghi-Ghamsari, GA
Diana McNair, AGT
Tibor Simon, GA

12 YEARS OF SERVICE

Todd Engelson, RGA
Beth Farm, PR

11 YEARS OF SERVICE

Robert Drake, MGA
Jeremy Engrav, MGA
Jacqueline Lowe, PR Dir

10 YEARS OF SERVICE

Benton Tong, AGT
Gevorg Yanukyan, MGA

10 YEARS OF SERVICE

Raymond Angeles, AGT
Daniel Hanson, AGT

10 YEARS OF SERVICE

Mike Hudnall, AGT
Bernardo Lopez, AGT

10 YEARS OF SERVICE

Fritznel Octave, MGA
Adelfa Parinas, AGT

10 YEARS OF SERVICE

Daniel Umbertone, SGA
9 YEARS OF SERVICE

9 YEARS OF SERVICE

Matthew Ficarra, MGA
Odilia Goulart, AGT

Lydia Lozano, AGT

8 YEARS OF SERVICE

Souley Bah, SGA
Paavo Cymanow, AGT

7 YEARS OF SERVICE

Dwayne Hargrove, AGT
Aldina DaRosa, AGT

7 YEARS OF SERVICE

Sokol Fazliu, MGA
James Franklin, MGA
David Watkins, AGT

6 YEARS OF SERVICE

Ryan Wilson, RGA
Shorne Brown, MGA

6 YEARS OF SERVICE

Britton Costa, RGA
Aaron Friedlander, GA

6 YEARS OF SERVICE

Tyler McKnight, MGA
Chas Robinson, PR

5 YEARS OF SERVICE

Joseph Sarasin, SA
Donald Gregoire, GA

5 YEARS OF SERVICE

Francis Ingulli, MGA
Jennifer Jantzen, GA
Daniel LaFontaine, MGA

5 YEARS OF SERVICE

Luaoa Leota, MGA
Mike Paragioni, MGA
Jamell Ramsay, MGA

4 YEARS OF SERVICE

Muzit Berhe, GA
Dana Black, RGA
Brendan Bradfield, SA

4 YEARS OF SERVICE

Rubin Chaimov, SA
Judy Dawson, AGT
Andy Dorf, GA

4 YEARS OF SERVICE

Karen Fleming, AGT
Bradley Fordyce, AGT
Cathleen Hairston, GA

4 YEARS OF SERVICE

Dustin Holtz, RGA
Rayleen Kama, AGT

4 YEARS OF SERVICE

Joseph Kanaan, GA
Joshua Randolph, MGA
Paul Zuzick, GA

3 YEARS OF SERVICE

Alain Abaya, GA
Marmin Alea, SA

3 YEARS OF SERVICE

Mark Auvil, SA
Robert Bilder, AGT
Joseph Corwin, GA

3 YEARS OF SERVICE

Susan Cousineau, SA
Paolo D'Andrea, SA
Quewandra Daniel, AGT

3 YEARS OF SERVICE

Judith Dawkins, AGT
Celeste Dongell, SA
Emmanuel Fedna, SA

Sean Gillespie, SA

Robin Gonzalez, MGA
Cole Hatfield, SA
Logan Klink, AGT

MacNeal Lashley, GA

Stephen Norman, AGT
Samuel Robertson, AGT

Matthew Simon, GA
Tad Teeters, AGT

Christine Wood, MGA

2 YEARS OF SERVICE

Ikram Al-Shobaki, MGA
Raymond Baham, GA

Steven Barton, MGA

Mark Darling, SA

Rosie De Luna, AGT
David Duddy, GA

Michelle Dukes, AGT

Jeffrey Espinal, GA
Anthony Ferguson, AGT

Thomas Ferraro, AGT

Jonathan Giaco, SA
Elizabeth Goldsberry, GA

Nicole Goleski, AGT

Joseph Guerrero, AGT
Hector Guzman, SA

Joshua Hammond, SA

Tara Haughney, GA

Jeffrey Hudson, GA
Devin Husband, AGT
Kenan Hyseni, GA

Jacques Jean-Francois, AGT

Alex Kelly, AGT
Brielle Killian, SA

Frank Kowal, SA

Victoria Lopes, AGT
Matt McBride, MGA

Joseph Miller, AGT

Shawn Mishra, SA
Kirstie Mohninger, AGT

Leslie Moore, AGT

Mark Morrison, AGT

Dwayne Nabors, MGA
Seneca Perry, AGT

Eric Quanstrom, AGT

Alan Rosenberg, AGT
Darius Rowan, SA

Eric Salado, SA

Gustavo Siordia, SA
Jarred Spanbauer, SA

Justin Taylor, AGT

James Tolley, GA
Arthur Trost, GA

Ryan Vance, SA

Joseph Wilson, SA

1 YEAR OF SERVICE

Joel Acosta, SA
Adedara Adeoye, SA

Roger Allison, SA

Richard Austin, SA
Navjot Bamra, AGT

Christopher Bayless, SA

Joseph Bell, SA
Lorraine Benedict, AGT

Alexa Benner, AGT

Kenya Blackshear, SA
Zachary Blackwell-Hammons, AGT

Joan Bonvicini, MGA

Aerian Brannon, AGT

Justin Brayton, AGT
Hubert Brown, SA

Codi Bryan, SA

Daniel Cebula, AGT
Sunny Cherian, AGT

Jane Choina, AGT

Samuel Crish, GA
Jared Cummings, SA

Genna DeMetsenaere, SA

Yunaika Diaz, SA
Anne Doede, SA

Jonathan Drummond, SA

Kalen Dugan, GA

Andre Dumas, AGT
Abraham El Refaei, AGT
Laron Epps, AGT

Loua Farunia, AGT

Alexander Galindo, MGA
Moises Galvan, SA

Elda Garcia, AGT

Christopher Gebhardt, SA

Anthony Giangarra, SA

Erin Gonzalez, SA
Jonathan Growe, SA

Chad Harper, MGA

Michelle Hatch, AGT

Obed Hernandez, SA
Hayden Hill, MGA

Asante Jackson, AGT

Aline Jacob, AGT
Claudia Jacquet, SA

Joshua Jahnish-Maltese, GA

Sabeenan Jeyaratnam, SA
Turissa Keys, SA

Emil Kirubakaran, SA

Kevin Kirubakaran, AGT
Joshua I Rice, AGT

Luis Rivadeneyra, AGT
Juan Rivera, MGA

Edward Leon, SA

Gjon Ljuljduraj, SA
Brittany Luke, AGT
James Marks, SA

Jasmyn Marshall, AGT

Nicholas Martocci, MGA
Alexander McGaw, SA

Rick Miller, SA

Hercules Mimaros, SA
Margery Mitchell, SA

Rodriguez Moore, SA

Christopher A Morrison, GA
Randa Mustafa, AGT

Lyn Nagel, SA

Regina Neill, AGT

Dustin Oetzman, SA
Timothy O'Leary, SA

Amijha Overton, AGT

Anthony Padilla, GA
Carman Parker, SA

Anna Pidlypchak, SA

Junior Pineda, SA
Jeanette Ramirez, SA

Damion Rayam, GA

Joshua I Rice, AGT
Luis Rivadeneyra, AGT

Juan Rivera, MGA

Alexander Rollo, SA

Andrew Rondeau, AGT
Monique Safari, GA
Hugo Santos-Suarez, AGT

Destiny Schlegel, AGT

Rachel Seddon, AGT
Leanne Sinclair, AGT

Sara Skitka, AGT

Heather R Smith, GA
Matthew Speroff, AGT

Anthony Stephens, SA

Matthew Sutton, GA
Leonard Swearingen, SA

Kheorah Taylor, AGT

Elsa Then, SA

Adegbola Thompson, AGT
Melissa Thurmond, AGT

Alice Torres, AGT

Jedidiah Tropkoff, SA
Berlin Tuzon, SA

Benjamin Twerskoi, SA

Pelenatita Vaifoo, AGT
Patrece Wright, AGT

Barry Young, AGT

Stephen Yracheta, SA

PROMOTIONS

STATE GENERAL AGENT

Robert Kanaan
Eugene Garcia
AshLynn Orng

REGIONAL GENERAL AGENT

Josh Bloomquist
Richard Dyer

Stephen Jeung

MASTER GENERAL AGENT

Alon Barnur
Christopher Buttacavoli

Jeremy Engrav
Matthew Fincher

Donte Grant
Trenton Miller

Najma Mohamed
Gaston Morales

Nsilo Reynolds

Martin Robinson
Mandale Tolefree

Rupinder Toor
Tom Weller

60% GENERAL AGENT

Heriberto Chavez
Patricia Contreras

Rachel Elfenbein
Abel Gamo

Marjorie Hutton

57.5% GENERAL AGENT

Joshua Lope
Ziad Aafouallah

Betsy Adney
Tiffany Beadnell

Marquel Burns
Stephen Carter

Dominic Facchini

Cynthia Fuller
Telley Fulton

Jordon Graham
Jon Houser

Trace Johnson

Mir Khan
Jordan Kness

Julia Loboda
Audrey Logan

Sherrie McCarty

Michael McGoon
Joshua Mitchell

Christopher A Morrison
Jason Pavunkovic

Derek Pratt
Thomas Romeo

Bryan Salvatore

Mohammad Wael Taher
Colette Valrie

55% SUPERVISING AGENT

Marmin Alea
Aisha Babbitt

John Curry
Angela English

Kenneth Hardin
Melvin Jones

Jean Joseph

Joshua Lope
Walker Maxey

Jennifer May
Rafael Medina

Peggy Murray
Dustin Oetzman

Albert Olesko

William Rushing
Anthony Shaw

Michael B Sweeney
Tovaughna Tipton-Adams

Ryan Vance

Veronica Velez
Jessica Zamora

52.5% SUPERVISING AGENT

Andrew Alexander
Milton Ashford

Jessica Bartlett
Byron Bishop

Nathan Brace
Adrienne Bragas

Andrew Brown
Heather Carnell

Richard Carter

Emily Caudle
Mai Chang

Pedro Chavez
Claudia Chiarelli

Nicholas Chuma

Renie Copeland
Charles Craggett

Hamilton Cribbs
Shjondel Curtis

Chelsea Dale

Steven Dell
Christianne De Oliveira

Benjamin Dezwart
Unique Errick

Wayne Ewers
Yairanz Figuerola-Ruiz

Andrew Flores

Farnaz Fotovat Ahmadi
Jake Frisovsky

Carlos Garcia
Sherman Garland

Lance Garnish

Jessy Girard
Lisa Gomez

Kenneth Gordon
Chantal Grant

Venus Grier

Casey Helly
Darian Hester

Shavorne Hudson
Kainoa Jensen

Emir Kantar
Kevin Kennedy

Turissa Keys

Allan Kleckner
Charlie Lane

Daniel Le Blanc
Bryan Leonard

Alyssa Libby

Linda Marquez
Jefferson Martinez

John McCarthy
Brittany McKinney

Peter McNamara

Jessica McNece
Cristian Mendoza Lopez

NEW SGAs



Eugene Garcia
Chicago, IL | March 19

Eugene came to AIL and the Altig-Orlovic SGA office from another insurance provider because he “saw the profitability of the industry that had a system already in place where you could succeed” if you just work hard. Mentor and now partner Dustin Venekamp has had a profound influence on Eugene. “It has been a self-improvement movement under the mentorship of Dustin Venekamp. I have become a completely different man,” he says. “The success and the money is all great, but I think the greatest reward is the change I have gone through personally.”



Ashlynn Orng
Chicago, IL | March 26

Ashlynn has a BA in Architecture, Landscape and Interiors from Otis College of Arts and Design in Los Angeles. Prior to joining the Altig-Orlovic organization in 2007, she enjoyed a career as an interior designer. Ashlynn says she was drawn to Opportunity Unlimited by the lure of lifetime renewals and working for herself but the most rewarding aspect has been seeing others grow and having their lives change for better. “My life is impacted by it, too,” she adds. Ashlynn is excited to be working in the Chicago area. “Chicago is a big city with great people — tons of opportunities and more families to protect!”



Rob Kanaan
Nova Scotia, New Brunswick | April 16

Rob joined AIL and the Imran Satti SGA office in his last semester at Saint Mary’s University in 2005. His older sister worked for AIL, and seeing how well she was doing, Rob decided to work for a year before pursuing a MBA. That year turned into 13 and now he is a partner with Imran. Rob says his goal is to “provide Opportunity Unlimited like it was provided to me years ago. The ability to move up based on your performance and your attitude versus your tenure like most organizations.” Rob and wife Laura are the proud parents of daughter Olivia.



Update

Closer to the Heart



TRACY, CA

AIL, in partnership with the Mat Hart SGA office, donated \$10,000 to Tracy Interfaith Ministries (TIM), an interactive group of participating churches whose ministry is to the community in need.

Mat learned of this organization from his wife and decided to check it out for himself. “I was blown away and so impressed with the entire staff from receivables, to the interviewers, to the managers. I couldn’t help but want to help this organization help the community!”

The faith-based mission of Tracy Interfaith Ministries is to help the poor and unfortunate with their needs; to provide an opportunity for all concerned persons to live their faith by reaching out to their fellow human beings; and to demonstrate God’s message of love for the poor. Each member church has a seat on TIM’s Board of Directors and a say in their operating policies and procedures.



BOSTON, MA

AIL, in partnership with the Laura Fisher SGA office, donated \$5,000 to Boys & Girls Clubs of Boston. The donation took the form of a corporate sponsorship for the organization’s annual dinner.

Laura says her office has been supporting Boys & Girls Clubs for 10 years and has been a sponsor for the annual dinner for the past 3 years. The money helps supply the clubs of Boston with activities, equipment and scholarships. According to Laura, “It’s important to us because we value mentoring our youth and providing them with a safe place to build relationships and a future so they can turn into productive citizens that make an impact in the world.”

Boys & Girls Clubs of Boston seeks to ensure all young people in the community have the opportunity to realize their full potential. Their staff and programs expand children’s horizons by exposing them to technology, the arts, math and more. They have summer programs to help members stay engaged throughout the summer with varied programs.



AKRON, OHIO

AIL, in partnership with the Surace-Smith SGA office, donated \$10,000 to Generation Akron Hope Assemblies. Danielle Surace presented the donation to Bekah Stoltz and Bryson Davis, Directors of Generation Akron Hope Assemblies.

The Hope Assembly Initiative is a series of school assembly programs that address prevalent issues youth are facing today, such as suicide, drug use, bullying, premarital sex, broken families, etc. “We have supported this organization for years and so have witnessed the positive life change in the young people,” said Jim Surace. “This money will allow them to further build their assembly team in order to expand their reach within Ohio schools,” he added.

Generation Akron was formed in 2009 with the mission of reaching unchurched young adults in Akron. The Hope Assembly Initiative seeks to redefine the school assembly program in order to engage the students to effect positive life change.



PR IN ACTION



Susan Fuldauer

Vice President of
Public Relations Field Operations

LAST MONTH, CEO STEVE GREER, the US PR director team, Denise Bowyer, Jason Beckman and I traveled to Memphis, Tennessee, to participate in the commemoration activities to mark the 50th Anniversary of Dr. Martin Luther King, Jr.'s assassination in 1968. The assassination occurred while Dr. King was in Memphis supporting striking sanitation workers.

I AM A MAN was the slogan used by the strikers in 1968. **I AM A MAN** signs were carried throughout the work stoppage and peaceful demonstrations, although the police did not always respond to the strikers and the non-violent protests and marches in a peaceful manner. These brave, courageous men

were standing up for the right to be safe on the job (2 of their fellow workers were crushed to death by faulty equipment on the garbage truck on which they were working). They were standing up for wages they could actually live on and for the right to have a union and collective bargaining. Above all, though, they wanted to be seen as human beings, men with lives who had value.

Being in Memphis along with tens of thousands of union brothers and sisters, community organizers, political activists and faith leaders was very humbling, extremely moving and emotionally uplifting. MLK's dream is most certainly alive and is being carried on by his children, by the faith and labor communities and by our own work. When we stand together, hand in hand, to fight worker and social injustices, we are forever linked through a common vision, mission and purpose. Together, we work to build a stronger community fabric that sustains everyone.

What we do at AIL/NILICO, helps weave that fabric which communities must have to remain strong. By lifting our voices against

injustices and by providing good union jobs, we help create economic safety nets that can allow families to be uplifted out of poverty. We are a strong partner in the never-ending battle for fair wages, dignity and safety in the workplace. We stand with our labor and community partners for a fair economy that works for everyone and for the right to belong to a union. Together, with our community partners, we play an important part in supporting working families and strengthening communities.

No matter the role we have with our company, we are all responsible for creating a better world through our actions. Sharing our prosperity by giving back to a community, providing economic sustainability for a family through our career paths and filling in the gap for a family's future financial security — this is what we do, together, as the AIL family, to ensure the dream lives on. **I AM ...** proud of our purpose, mindful of our vision and moved to action in solidarity with a long line of courageous justice fighters from yesterday, for today and ahead to tomorrow.

I AM ... AIL/NILICO. ☺



NEW ASSOCIATES

PER MANAGER

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Jennifer Dettmann	20	Chris Hernandez	Rangi Witika	3	Steve Friedlander	Scott Bollwage	2	Slav Bitman	Anastasia Martens	2	Chris Hernandez
Allan Allas	16	Mathew Hart	Roberto Lopez	3	Sabrina Lloyd	Ethan Dewyer	2	Slav Bitman	Cristian Alaimo	2	Sabrina Lloyd
Patrick Guthrie	16	Mathew Hart	Damaris Trejo	3	Sabrina Lloyd	Pablo De La Cruz	2	Jose Carvajal	Kinga Filipiak	2	Sabrina Lloyd
Mark Tusing	10	Simon Arias	Deanna Roberts	3	Pappas-Quadri	John Cisna	2	Eric Cochran	Carolyn George	2	Sabrina Lloyd
Daniel Chousa	10	Giglione-Ackerman	Lucas Bauer	3	Michael Vasu	Anthony Evans	2	Cohen-Cohen	Corey Kmetz	2	Sabrina Lloyd
Nathaniel Newberry	10	Chris Hernandez	Sherrie McCarty	3	Dustin Venekamp	Jasmine Gomez	2	Cohen-Cohen	Kastriot Useni	2	Sabrina Lloyd
Fredy Romero	8	Cohen-Cohen	Stephane Bouchard	2	Altig-Orlovic	Travis Johnson	2	Cohen-Cohen	Andrew Alexander	2	Brandon MacDonald
Ashley Gallegos	7	Michael Vasu	Andrew Brown	2	Altig-Orlovic	Tyler Green	2	Richard Correa	Denzel Covington	2	Bob Olson
Arman Masomzadeh	6	Altig-Orlovic	David Evans	2	Altig-Orlovic	Michael O'Banaman	2	Correa-Hunt	Gina Sherman	2	Bob Olson
Nicarus Baez	6	Simon Arias	Ica Gordon-White	2	Altig-Orlovic	Christopher Gebhardt	2	Laura Fisher	Justin Diaz	2	Theodore Pappas
Layla Bokhari	6	Chad Potts	Allen Landeen	2	Altig-Orlovic	Charles Craggett	2	Don Foti	Jesus Romero	2	Beto Quintero
Tanya Labinowicz	5	Altig-Orlovic	Daniel Le Blanc	2	Altig-Orlovic	Sreekumar Gopakumar	2	Don Foti	Taulant Bane	2	Surace-Smith
Daniel Fitzgerald	5	Cohen-Cohen	Konstantina Skalkos	2	Altig-Orlovic	Samisoni Koloa	2	Steve Friedlander	Nicholas Chuma	2	Surace-Smith
Kainoa Jensen	4	Altig-Orlovic	Sarah Gilmore	2	Simon Arias	Claudia Jacquet	2	Giglione-Ackerman	Daniel Foore	2	Surace-Smith
Skay Nusenu	4	Sabrina Lloyd	Brandon Haley	2	Simon Arias	Karen Mosley	2	Giglione-Ackerman	Ryan Vance	2	Surace-Smith
Carl Rice	4	Sabrina Lloyd	Ashley Hutson	2	Simon Arias	Vanessa Cohen	2	Zachary Hart	Michael G Wright	2	Kris Thieme
Frezno Pias	3	Altig-Orlovic	Ky Kollar	2	Simon Arias	Micah Focken	2	Zachary Hart	Tiffany Tircuit	2	Daniel Umbertone
Alicia Wear	3	Altig-Orlovic	Raymond Praytor	2	Simon Arias	Tamara Harvey	2	Zachary Hart	Adam Carlile	2	Michael Vasu
Michael Neuendorf	3	A-O-Stenglein	Gregory Rudolph	2	Simon Arias	Dennico Crewe White	2	Matt Henderson			
Liana Woodard	3	Eric Cochran	Shane Valentine	2	Simon Arias	Jacob Merrill	2	Matt Henderson			

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Matthew Simon	21	Chris Hernandez	James Tolley	3	Simon Arias	Jennifer Reed	2	Simon Arias	Arthur Trost	2	Zachary Hart
Megan Connors	17	Mathew Hart	Curtisha Stephens	3	Randall Cook	Blake Tomblin	2	Simon Arias	Allen Watson	2	Hart-McCallum
Alicia White	16	Mathew Hart	Matthew Trombley	3	Laura Fisher	Travis Vaughn	2	Simon Arias	George Alamo	2	Matt Henderson
Joseph Kanaan	13	Imran Satti	Ionatan Fiscu	3	Ryan Giddens	Raul Aquino	2	Ryan Bisanz	Eric Butt	2	Chris Hernandez
Muhammed Ashraf	12	Theodore Pappas	Matthew Sutton	3	Ryan Giddens	Kyra Hopkins	2	Slav Bitman	Brandon Baker	2	Travis Moody
Marcus Piccirilli	10	Giglione-Ackerman	Matthew Castelli	3	Giglione-Ackerman	Bryanna Campos	2	Jose Carvajal	Zachary Whipple	2	Oldham-Gryska
Aaron Piotrowski	10	Sabrina Lloyd	Mickey Adkins	3	Zachary Hart	Tara Crane	2	Chalom-Paz	Jeffrey Espinal	2	Theodore Pappas
Jeffrey Hudson	8	Zachary Hart	Heather R Smith	3	Johnson-Nelson	Samuel Barriere	2	Cohen-Cohen	Donte Grant	2	Theodore Pappas
Dulce Paz	8	Sabrina Lloyd	Gustavo Avila	3	Sabrina Lloyd	Shauna Hannemann	2	Cohen-Cohen	Edmaggie Myrthil	2	Theodore Pappas
Michael Patty	7	Chad Potts	Avery Hearn	3	Bob Olson	Evelyn Juarez	2	Cohen-Cohen	Bryant Logan	2	Phillip Prata
Robert Adrahtas	6	Sabrina Lloyd	Colette Valrie	3	Bob Olson	Zachery Nelson	2	Richard Correa	Patricia Contreras	2	Beto Quintero
Lori Dacyk	5	Altig-Orlovic	Diane Williams-Lewis	3	Bob Olson	Payam Sami	2	Richard Correa	Rosemary Soto	2	Beto Quintero
Ariana Jones	5	Simon Arias	Jason Isanberg	3	Theodore Pappas	Landon Schlag	2	Richard Correa	Raymond Baham	2	Blake Ralston
Sara Kamalvand	5	Simon Arias	Takiyah Smith	3	Pappas-Quadri	Kelly Meier	2	Correa-Hunt	Alain Abaya	2	Albert Serur
Nadia Feleti	5	Steve Friedlander	Christopher McGlone	3	Blake Ralston	Angela Landry	2	Joseph Diecedue	Nathan Doyle	2	Albert Serur
Joseph Rotolo	5	Matt Henderson	Dominic Facchini	3	Albert Serur	Veronica Coval	2	Laura Fisher	Lindsey Dettwiller	2	Surace-Smith
Walter Collie	5	Nick Scordos	Brent Bowling	3	Surace-Smith	Roberto Navarro	2	Don Foti	Mario Hajro	2	Surace-Smith
Heriberto Chavez	4	Richard Correa	Chase Miller	3	Surace-Smith	Hanna Gore	2	Ryan Giddens	Travis Kovach	2	Surace-Smith
George Shafiek	4	Zachary Hart	Eric Peyton	3	Surace-Smith	Austin Timmons	2	Ryan Giddens	Oleg Novitdhii	2	Surace-Smith
Michael van Delft	4	Imran Satti	Ekaterina Andreeva	3	Daniel Umbertone	Patricia Cicerale	2	Giglione-Ackerman	Kurt Overy	2	Surace-Smith
Derek Foore	4	Surace-Smith	Ervin Cruz	3	Tom Williams	Cristina Fox	2	Giglione-Ackerman	Adam Kidikas	2	Michael Vasu
Brandon Teter	4	Jamison Weatherspoon	Tina Janti	2	Altig-Orlovic	Michelle Olivo	2	Giglione-Ackerman	Antoinette Williams	2	Michael Vasu
Christopher L Clark	3	Altig-Orlovic	Jennifer Jantzen	2	Altig-Orlovic	Cyan Kissinger	2	Greg Graham	Gladis Orozco	2	Dustin Venekamp
Ho Tran	3	Altig-Orlovic	Victoria Lammy	2	Altig-Orlovic	Jessica Brown	2	Mathew Hart	Darrin Roberts	2	Jay Washington
Bethany Evans	3	Simon Arias	Timothy Bugge	2	Simon Arias	Roger Fung	2	Mathew Hart	Muzit Berhe	2	Jamison Weatherspoon
Ryan Ohm	3	Simon Arias	Derya Ekren	2	Simon Arias	Joseph Gojcaj	2	Zachary Hart	Richard Johnson	2	Jamison Weatherspoon
Jimmy Riley	3	Simon Arias	Seth Frisby-Jack	2	Simon Arias	Deonte Jones	2	Zachary Hart	Joy Vann-Austin	2	Jamison Weatherspoon
Eric Snyder	3	Simon Arias	Joshua Jahnish-Maltese	2	Simon Arias	Robert Nolan	2	Zachary Hart	Scott Hanna	2	Tom Williams

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Jon Hernandez	33	Chris Hernandez	Antonio Evans	5	Chris Hernandez	David Nham	3	Altig-Orlovic	Tom Weller	3	Zachary Hart
Peter Kwiatkowski	22	Chris Hernandez	Steven Baum	5	Sabrina Lloyd	Joseph Tomanovich	3	Altig-Orlovic	Jason Green	3	Hart-McCallum
Doreen Ryan-Foti	17	Don Foti	Scott Wheeler	5	Imran Satti	Steven Warner	3	Altig-Orlovic	Rachel Brown	3	Johnson-Nelson
Kyle Lewicki	17	Mathew Hart	Mike Paragiou	5	Nick Scordos	Bradley Christiansen	3	A-O-Stenglein	Chelsie Otto	3	Sabrina Lloyd
Minh Phung	16	Mathew Hart	John Ophals	5	Jamison Weatherspoon	Justin Adams	3	Simon Arias	Shiv Patel	3	Sabrina Lloyd
Darrell Asbell	13	Altig-Orlovic	Melinda-Rae Lyse	4	Altig-Orlovic	Matthew Cessna	3	Simon Arias	Aaron Parsons	3	Brandon MacDonald
Mahadai Kryshundayal	13	Theodore Pappas	Joshua Olin	4	Altig-Orlovic	Britton Costa	3	Simon Arias	Steven Barton	3	Corey Neff
Vincent Meyer	13	Chad Potts	Levi Porto	4	Altig-Orlovic	Matthew Diulus	3	Simon Arias	Evan Donoghue	3	Corey Neff
Robert Kanaan	13	Imran Satti	Joshua Krueger	4	Richard Correa	James Keefer	3	Simon Arias	Andre Bent	3	Bob Olson
Zach Otto	11	Sabrina Lloyd	Andrew McQuade	4	Richard Correa	Brody Maughan-Evanson	3	Simon Arias	Saul Lopez	3	Bob Olson
Alix Albright	10	Simon Arias	Anita Ferris	4	Steve Friedlander	Brian Schmitz	3	Simon Arias	Bobby Szwaja	3	Theodore Pappas
Elvis Durakovic	10	Giglione-Ackerman	Magda Figueiredo	4	Giglione-Ackerman	Tyler Worstell	3	Simon Arias	Shorne Brown	3	Pappas-Quadri
Mark Dushaj	10	Zachary Hart	Kay Pomroy	4	Greg Graham	Bernard Ballou	3	Slav Bitman	Christopher Gray	3	Pappas-Quadri
Dana Black	9	Eric Cochran	Brandon Neal	4	Zachary Hart	Patrick Knouse	3	Slav Bitman	Felipe Machado-Santanna	3	Cisco Perez
Patrycja Grudzinska	9	Sabrina Lloyd	Johnny Ramos	4	Matt Henderson	Kody Kramme	3	Eric Cochran	Jordan Reinhold	3	Phillip Prata
Mauri Ramirez	8	Cohen-Cohen	Rita Rider	4	Chris Hernandez	Jorge Leon	3	Cohen-Cohen	Phillip Eggleton	3	Blake Ralston
Marc Salvaggi	8	Surace-Smith	David Rigney	4	Kevin Holtz	Andre Hawthorne	3	Randall Cook	Peter Gabranski	3	Albert Serur
Alan Sedaghat	7	Altig-Orlovic	Kaitlyn Brandt	4	Stephen Jubrey	Barkley Collinson	3	Richard Correa	Jeffrey Hall	3	Albert Serur
Aaron Haynes	7	Simon Arias	Kendall Wilson	4	Sabrina Lloyd	Matthew Turnquist	3	Richard Correa	Sina Heak	3	Albert Serur
Jose Viramontes	7	Michael Vasu	Avi Kauderer	4	Oldham-Gryska	Brian Schreiter	3	Joseph Diecedue	John Yagjian	3	Albert Serur
Michael McKiernan	7	Dustin Venekamp	Ransey Vazquez	4	Bob Olson	Brian Zuzick	3	Laura Fisher	Daniel Hartwig	3	Surace-Smith
Philip Roffi	6	Cindy Furer	Reynolds Akuamoaa	4	Theodore Pappas	Harold Durana	3	Don Foti	Matthew Parks	3	Surace-Smith
Duane Shaw	6	Sabrina Lloyd	Samuel Cohen	4	Pappas-Quadri	Iris Saavedra	3	Don Foti	Jeffery Thiel	3	Surace-Smith
Robert Park	6	Jamison Weatherspoon	Andrew Chambers	4	Phillip Prata	Omar Fernandez	3	Cindy Furer	Jessica St Pierre	3	Kris Thieme
Alon Barnur	5	Altig-Orlovic	Ashley Wenning	4	Surace-Smith	Craig Strompf	3	Cindy Furer	Mack Doby	3	Daniel Umbertone
Jason Bratin	5	Simon Arias	Ernest Powell	4	Michael Vasu	David Fiscu	3	Ryan Giddens	Daisy Pyeatt	3	Michael Vasu
Christie Jauch	5	Simon Arias	Christopher Bentley	3	Altig-Orlovic	Justin Sutton	3	Ryan Giddens	Jeffrey von Kienast	3	Michael Vasu
Stephen Jeung	5	Cohen-Cohen	Jonathan Emura	3	Altig-Orlovic	Glenn Martin	3	Giglione-Ackerman	Joshua West	3	Michael Vasu
Richmond Gerrish	5	Laura Fisher	Blake Higuchi	3	Altig-Orlovic	Anthony Theriault	3	Mathew Hart	Tiffany Babin-Washington	3	Jay Washington
Alipate Makaui	5	Steve Friedlander	Tyler McKnight	3	Altig-Orlovic	Joshua Crisp	3	Zachary Hart	Yemi Akinade	3	Tom Williams
Chad McLaughlin	5	Matt Henderson	Jonni Ng	3	Altig-Orlovic	Darcy Schrieber	3	Zachary Hart	Juan Rivera	3	Tom Williams

RGAs

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Randy Teysier	57	Chris Hernandez	Matthew Diulus	30	Simon Arias	Ryan Fickert	26	Zachary Hart			

NEW ASSOCIATE– \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:

- SA & GA**– at least two new associates during the month
- MGA**– at least three new associates during the month
- RGA**– top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

LEGACY RECRUITING PROGRAM



LEGACY RECRUITING CLUB

MEMBERS

— By Number of Eligible Legacy Recruits*

TOP RECRUITING AGENTS** MARCH

TOTAL LEGACY RECRUITERS: 277

TOTAL LEGACY RECRUITS: 334



Scott Wheeler
6 Recruits
Imran Satti



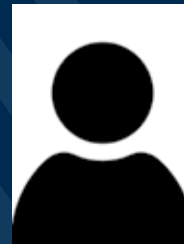
Felipe Machado-Santanna
4 Recruits
Cisco Perez



Brent Bowling
3 Recruits
Surace-Smith



Philip Eggleton
3 Recruits
Blake Ralston



Jared Guglielmino
3 Recruits
Giglione-Ackerman

NAME	# RECRUITS	PAYOUT	NAME	# RECRUITS	PAYOUT	NAME	# RECRUITS	PAYOUT	NAME	# RECRUITS	PAYOUT
Scott Wheeler	6	\$ 1,343	Sean Brannan	2	\$ 500	Troy Kasper	2	\$ 2,000	William Ross	2	\$ 2,000
Felipe Machado-Santanna	4	1,224	Blaik Bridson	2	2,000	Roberto Lopez	2	500	Gregory Rudolph	2	2,000
Brent Bowling	3	750	Marquel Burns	2	500	Alma Lozano	2	562	Rosemary Soto	2	1,040
Philip Eggleton	3	770	Denzel Covington	2	500	Tania Macias	2	2,000	Jessica St Pierre	2	500
Jared Guglielmino	3	962	Natalia Cruz	2	2,000	Matthew McDowell	2	2,000	Justin Sutton	2	565
Kome Lauano	3	3,000	Erickson Depina	2	500	Kayne McWilliams	2	500	Craig Swinney	2	2,000
Jordan Long	3	3,000	Wayne Doucet	2	609	Jennylyn	2	2,000	Kastriot Useni	2	500
Jeramey Pitman	3	1,000	Patrick Duray	2	500	Militante-Radnoty	2	500	Ransey Vazquez	2	500
Taulant Bane	2	811	Mamdemba Faal	2	500	John Nieves	2	500	Zachary Whipple	2	500
Andre Bent	2	500	Farnaz Fotovat Ahmadi	2	697	Tahis Quintero Bonilla	2	500	Shayla Williamson	2	500
John Blevins	2	2,000	Hector Giron-Soto	2	342	Emily Ramirez	2	500	Samuel Wolf	2	2,000
			John-Ryan Goguen	2	500	Liliana Rondon	2	2,000			

TOP RECRUITING AGENTS** YTD

TOTAL LEGACY RECRUITERS: 725

TOTAL LEGACY RECRUITS: 1,000

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Scott Wheeler	17	Shawntae Collins	4	Harold Durana	3	Johnathan Kyte	3	Dulce Paz	3
Jeramey Pitman	9	Patricia Contreras	4	Philip Eggleton	3	Kome Lauano	3	Paul Rhoton	3
Ransey Vazquez	8	Alma Lozano	4	Faamasinoga Eneliko	3	Mario Leon	3	Philip Roffi	3
Michelle Martinez Aviles	7	Felipe Machado-Santanna	4	Deaveon Francisco	3	Joe Lewo	3	Michael Silvis	3
Patrick Duray	6	Gregory Rudolph	4	Tony Geer	3	Jordan Long	3	Callie Smith	3
Gina Sherman	6	Craig Swinney	4	Jared Guglielmino	3	Roberto Lopez	3	Alexis Tran	3
Joel Jesurun	5	Raul Aquino	3	Jordan Hallman	3	Tyler Mabry	3	Kastriot Useni	3
Tene Jones	5	Tiffany Babin-Washington	3	Sierra Healy	3	Tania Macias	3		
William Ross	5	Kade Beck	3	Kellie Hoffman	3	Theodore Meyer	3		
Rosemary Soto	5	Brent Bowling	3	Jean Joseph	3	Ryan Ohm	3		
Steven Augustine	4	Denzel Covington	3	Michael Kavanagh	3	Mike Paragiou	3		



Scott Wheeler
Imran Satti
27 Recruits
PLATINUM



London Burnett
Surace-Smith
15 Recruits
GOLD



Harold Durana
Don Foti
15 Recruits
GOLD



Austin Hamilton
Surace-Smith
10 Recruits
SILVER



Tyler Mabry
Michael Vasu
10 Recruits
SILVER



Michael McKiernan
Dustin Venekamp
10 Recruits
SILVER



Richard Pazak
Bob Olson
10 Recruits
SILVER



Felipe Machado-Santanna
Cisco Perez
6 Recruits
BRONZE



Matthew Neish
Altig-Orlovic
6 Recruits
BRONZE



Steven Augustine
Cindy Furer
5 Recruits
BRONZE



Gustavo Avila
Sabrina Lloyd
5 Recruits
BRONZE



Samuel Boyle
Simon Arias
5 Recruits
BRONZE



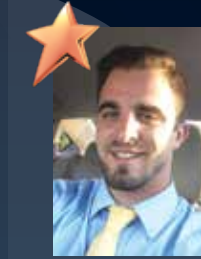
Marquel Burns
Giglione-Ackerman
5 Recruits
BRONZE



Denzel Covington
Bob Olson
5 Recruits
BRONZE



Philip Eggleton
Blake Ralston
5 Recruits
BRONZE



Joshua Ellis
Blake Ralston
5 Recruits
BRONZE



Antonio Evans
Chris Hernandez
5 Recruits
BRONZE



Omar Fernandez
Cindy Furer
5 Recruits
BRONZE



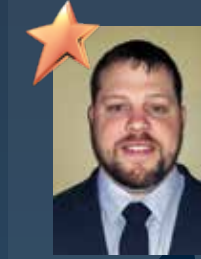
Evelyn Howell
Jamison Weatherspoon
5 Recruits
BRONZE



Casey Jarratt
Altig-Orlovic
5 Recruits
BRONZE



Samisoni Koloa
Steve Friedlander
5 Recruits
BRONZE



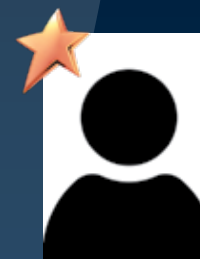
Christopher Leasure
Surace-Smith
5 Recruits
BRONZE



Sione Maumau
Steve Friedlander
5 Recruits
BRONZE



Daniel Prinzo
Surace-Smith
5 Recruits
BRONZE



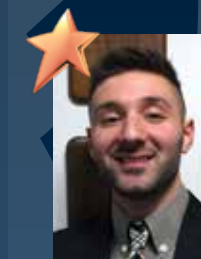
Emily Ramirez
Giglione-Ackerman
5 Recruits
BRONZE



Jesus Romero
Beto Quintero
5 Recruits
BRONZE



Tyler Townsley
Dustin Venekamp
5 Recruits
BRONZE



John Vacca
Simon Arias
5 Recruits
BRONZE



Jamie Winters
Simon Arias
5 Recruits
BRONZE

* By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.

** Spotlight will picture the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. In case of a tie, top Legacy Recruiting Agents will be determined by payout.

*** The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Torchmark Achievement Award eligibility due to the counts being calculated differently.

*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP

The BUSINESS ATHLETE

By Marcus Smith
State General Agent
2018 Executive Council Member



"YOU HAVE TO BE ABLE TO ACCEPT FAILURE TO GET BETTER."

—LeBRON JAMES

OVERCOMING ALL ODDS — BECOME THE "CHOSEN ONE"



Flickr.com photo used under Creative Commons from Keith Allison.

LEBRON JAMES is one of the all-time greatest basketball players, which no doubt came with publicity and pressure unlike anything we have ever seen before. Being eighteen years old, fresh out of high school, regarded as the nation's top player came with high expectations as the hands-down favorite to be the number one draft pick in the 2003 NBA draft. Then the pressure doubled when his hometown team, the **CLEVELAND CAVALIERS**, got the top pick in the draft. This is a hometown kid staying home to turn around a terrible franchise ... at 18 years old. LeBron grew up in inner city Akron in a single parent household, forced to move more than twenty times. Often, he didn't attend school or have the essentials in life that we all take for granted. Back then, no one said he was the chosen one. His choices changed his circumstances and his family's lives for generations. He could've followed everyone else around him doing drugs, selling drugs, engaging in violence, but he chose differently. He found a **PASSION**, which

led to his **PURPOSE**, which led to such a deep love for the game that he came in being compared to Michael Jordan.

LeBron was so clear in his vision and so confident in his abilities that he turned down a multi-million dollar endorsement deal from Reebok while his family was still extremely poor. His decision proved right as Nike soon followed up with a \$100 million endorsement deal. Fast forward fifteen years later to championship rings and MVPs, a husband, father and entrepreneur; he is on his way to becoming a billionaire!

LeBron proves that it doesn't matter where you are from or what your current situation is. What matters **MOST** is finding **YOUR** passion and having it fuel **YOUR** purpose, to impact **YOUR** situation — choices over circumstances.

BE THE DIFFERENCE MAKER, THE GAME CHANGER AND **THE MVP.**

Be the one who comes in and changes the whole direction of the organization due to the talents and gifts you have been blessed with. Be the chosen one who chooses greatness. LeBron James, Michael Jordan, Larry Bird and Magic Johnson all have the same qualities as a Rick Altig, Jim Surace, and Simon Arias. There is a relentless approach to improve their game daily, somehow, someway, and every day they come to play.

LeBron James shoots hundreds of free throws and jump shots on a daily basis. Are you practicing your sales presentation for hours a day before you get into the game (the field)? Are you practicing your closes for hours a day or do you think

"I THINK, TEAM FIRST. IT ALLOWS ME TO SUCCEED; IT ALLOWS MY TEAM TO SUCCEED."

—LeBRON JAMES

"ONCE YOU GET ON THE PLAYING FIELD IT'S NOT ABOUT WHETHER YOU'RE LIKED OR NOT LIKED. ALL THAT MATTERS IS TO PLAY AT A HIGH LEVEL AND DO WHATEVER IT TAKES TO HELP YOUR TEAM WIN. THAT'S WHAT IT'S ABOUT."

—LeBRON JAMES

LeBron James just shows up at game time without preparing his mindset and skill set? Going from the hood of Akron to the luxuries he has today didn't come without sacrifice.

THERE IS NO SUBSTITUTE FOR DOING **THE WORK.**

The work starts in practice, so when game time comes, you're ready to **SCORE**. You will be ready to close that deal and protect the families we serve.

I don't know what your goals and visions are for your life and career, but my goal was to come in and be the **MVP** for my team. Are you doing everything you can to help your team and company win? Elite teams aren't full of LeBron James' and Michael Jordans; they're also made up of essential role players like Dennis Rodman, Scottie Pippen and Steve Kerr. Are you the MVP like LeBron? Or are you another critical part of a championship team like Dennis Rodman? Each plays an essential part in a championship.

Who can raise the performance of everyone around them? This company changed my life. I came here at 19 years old and have been here ever since. I am now going into my 17th season! My sports background has propelled me into a **BUSINESS ATHLETE**, striving to complete and defeat this billion dollar annual ALP number we know we should be hitting!

LET'S GET AFTER IT AND BECOME THE **CHOSEN ONES!**

"I MAKE IMPACT PLAYS. I MAKE GAME-CHANGING PLAYS."

—LeBRON JAMES

"THERE IS A LOT OF PRESSURE PUT ON ME, BUT I DON'T PUT A LOT OF PRESSURE ON MYSELF. I FEEL IF I PLAY MY GAME, IT WILL TAKE CARE OF ITSELF."

—LeBRON JAMES



TELL US how you relate sports or a sports figure to your career and life. If you see parallels between sports or sports figures and the AIL life, submit your story of 500 words or less to lcfr@ailife.com. If your story is selected, we'll give you a byline and feature your photo along with the article in a future issue of *Spotlight*.

Flickr.com photo used under Creative Commons from Jose Garcia.

BEST WEEK EVER
\$6.48
 MILLION
 MARCH 2018

BEST MONTH EVER
\$24.1
 MILLION
 MARCH 2018

BEST QUARTER EVER
7.3%
 GROWTH
 OVER Q1 2017

HIGHEST Q1 AGENT COUNT EVER
7,149
 AGENTS

CHAMPIONS



LOSER'S BRACKET

GROUP 1

GROUP 2



OLDHAM-GRYSKA

CINDY FURER

GROUP 3

GROUP 4

GROUP 5



COREY NEFF

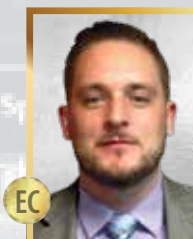
DESI DIMITROVA

A-O-STENGLEIN

1ST PLACE

2ND PLACE

3RD PLACE



KYLE JOHNSON

RYAN GIDDENS

DON FOTI

4TH PLACE

5TH PLACE



SOULEY BAH

SABRINA LLOYD



1
KENAN HYSENI
WINNIPEG, MB



2
RYAN VANCE
CLEVELAND, OH



3
DINA BOGHDADY
STITTSVILLE, ON



4
JOSHUA DISHONG
COLUMBUS, OH



5
MARIA DIRINGER
LOMBARD, IL



6
JENNY KIM
SAN JOSE, CA



7
KATIE MASSART
COCHRANE, AB



8
MARIO HAJRO
COLUMBUS, OH



9
BROOKLYN MIMS
INDIANAPOLIS, IN



10
MATEUSZ KOJS
SCHAUMBURG, IL



11
MUHAMMED ASHRAF
FLUSHING, NY



12
DIANA AL ALI
GREATLY, ON



13
HAYDEN HILL
PHOENIX, AZ



14
ALMA B GONZALEZ
SAN JOSE, CA



15
ROGHIE HASSAN LOO
TORONTO, ON



16
MEARDEY KIM
ORLEANS, ON



17
SAMUEL CRISH
WEXFORD, PA



18
STEVEN DELL
WEXFORD, PA



19
MARK LOMONACO
RIGBY, ID



20
TONY GEER
COLUMBUS, OH



BRITTANY BRADSHAW
WEXFORD, PA



JOHN HARTIN
DRAPER, UT



SAMUEL WOLF
PHOENIX, AZ

MARCH

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Kenan Hyseni	\$56,848		86.0	Sara Vaz	Altig-Orlovic
2	Ryan Vance	50,348		95.9	Marc Salvaggi	Surace-Smith
3	Dina Boghdady	50,018		83.7	Luay Ghawi	Altig-Orlovic
4	Joshua Dishong	48,181		77.5	Joshua Dishong	Surace-Smith
5	Maria Diringher	47,644		95.2	David Wang	Bob Olson
6	Jenny Kim	45,003	84		Mark Neilson	Altig-Orlovic
7	Katie Massart	43,654		90.6	John M McGrath	Altig-Orlovic
8	Mario Hajro	43,579		86.2	Joshua Dishong	Surace-Smith
9	Brooklyn Mims	40,679		89.5		Moswen Taylor
10	Mateusz Kojs	39,957	100		Patrycja Grudzinska	Sabrina Lloyd
11	Muhammed Ashraf	39,883		88.1	Mahadai Kryshundayal	Theodore Pappas
12	Diana Al Ali	39,820		77.3	Yussuf El-Zein	Altig-Orlovic
13	Hayden Hill	39,468	85		David Carpenter	Dustin Venekamp
14	Alma B Gonzalez	39,425		80.0	Doreen Ryan-Foti	Don Foti
15	Roghie Hassan Loo	38,315		77.4	Roghie Hassan Loo	Chalom-Paz
16	Meardey Kim	36,336		77.5	Yussuf El-Zein	Altig-Orlovic
17	Samuel Crish	34,703	90		Andrea Kessler	Simon Arias
18	Steven Dell	34,203	94		James Keefer	Simon Arias
19	Mark Lomonaco	34,043		84.6	Richard Mansfield	Altig-Orlovic
20	Tony Geer	34,033		100.0	Tony Geer	Surace-Smith
21	Mike Reed	33,935		76.8	Christopher Hintz	Altig-Orlovic
22	Oleg Novitchii	33,935		89.0	Matthew Parks	Surace-Smith
23	Cody Langston	33,782		83.0	Nikola Subotic	Altig-Orlovic
24	Omar Hashimi	33,205		78.0		Don Foti
25	Andrew Bishop	32,851		81.9	Nicholas Lorence	Altig-Orlovic
26	Mack Hanna	29,553	91		Rodney Ward	Zachary Hart
27	Kevin Gillum	29,424		89.4	Marc Salvaggi	Surace-Smith
28	Alan Sedaghat	29,272		92.3	Bobby Gujral	Altig-Orlovic
29	Matthew Zang	29,164		87.5	Ryan Stenglein	Altig-Orlovic
30	Kalen Dugan	28,596	90		Harold Durana	Don Foti
31	Casey Jarratt	28,578	87		Mark Neilson	Altig-Orlovic
32	Manique Sala	28,327		87.2	Elyse Bryan	Souley Bah
33	Clayton Slaughter	28,276		75.8	Andrew Batten	Michael Vasu
34	Michael van Delft	28,105		85.4	Scott Wheeler	Imran Satti
35	Tristan Dlabik	27,275	95		Brody Maughan-Evanson	Simon Arias
36	Marie Laine	26,595		77.1	Jeremy Rivers	Kyle Johnson
37	Michael C Williams	26,434		77.3	Michael C Williams	Matt Henderson
38	Tiffiney Harmouche	26,349		78.4	Joshua Dishong	Surace-Smith
39	Sylvain Kalombo	26,256		80.3	Elyse Bryan	Souley Bah
40	Daniel Prinzo	25,961		92.1	Marc Salvaggi	Surace-Smith
41	Aaron Chen	25,896		100.0	Christopher Hintz	Altig-Orlovic
42	Hamza Ally	25,793		78.8	Luay Ghawi	Altig-Orlovic
43	Jonathan Grove	25,695	82		Yussuf El-Zein	Altig-Orlovic
44	Samuel Wolf	25,541	99		Gaston Morales	Dustin Venekamp
45	Tony Georges	25,388		91.1	Joshua Dishong	Surace-Smith
46	Bryan Juskiw	25,198		86.3	Daniel Hartwig	Surace-Smith
47	Ricardo Benson	24,893		78.3	Marc Salvaggi	Surace-Smith
48	Eric Thompson	24,334		77.2	Matthew Parks	Surace-Smith
49	Philomene Tshimbolela	24,317	91		Elyse Bryan	Souley Bah
50	Cathy Dishong	24,266		86.9	Tony Geer	Surace-Smith

ALL TIME RECORD: \$173,887 Net ALP

YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Michael van Delft	\$107,625		85.4	Scott Wheeler	Imran Satti
*2	Roghie Hassan Loo	97,247		77.4	Roghie Hassan Loo	Chalom-Paz
*3	Muhammed Ashraf	88,052		88.1	Mahadai Kryshundayal	Theodore Pappas
*4	Katie Massart	86,140		90.6	John M McGrath	Altig-Orlovic
*5	Ryan Vance	83,589		95.9	Marc Salvaggi	Surace-Smith
*6	Joshua Dishong	82,873		77.5	Joshua Dishong	Surace-Smith
*7	Mike Reed	81,178		76.8	Christopher Hintz	Altig-Orlovic
*8	Mario Hajro	79,567		86.2	Joshua Dishong	Surace-Smith
*9	Oleg Novitchii	76,495		89.0	Matthew Parks	Surace-Smith
*10	Jenny Kim	74,871	84		Mark Neilson	Altig-Orlovic
11	Dina Boghdady	72,375		83.7	Luay Ghawi	Altig-Orlovic
12	Elhanan Sing	68,525	91		Scott Wheeler	Imran Satti
13	Matthew Zang	66,212		87.5	Ryan Stenglein	Altig-Orlovic
14	Kevin Gillum	65,817		89.4	Marc Salvaggi	Surace-Smith
15	Mack Hanna	64,669	91		Rodney Ward	Zachary Hart
16	Trenton Miller	64,558	87		Mark Neilson	Altig-Orlovic
17	Brooklyn Mims	63,741		89.5		Moswen Taylor
18	Mark Lomonaco	63,070		84.6	Richard Mansfield	Altig-Orlovic
19	Jonathan Da-al	61,662		80.8	Anita Ferris	Steve Friedlander
20	Samuel Crish	60,589	90		Charles Ferrari	Simon Arias
21	Elizabeth Garcia	60,307		77.8	Zach Otto	Sabrina Lloyd
22	Kenan Hyseni	59,864		86.0	Sara Vaz	Altig-Orlovic
23	Richard Carter	59,209		97.4	Nicholas Lorence	Altig-Orlovic
24	Casey Jarratt	59,058	87		Mark Neilson	Altig-Orlovic
25	Andrew Bishop	58,696		81.9	Nicholas Lorence	Altig-Orlovic
26	Mateusz Kojs	57,806	100		Patrycja Grudzinska	Sabrina Lloyd
27	Max Quasem	57,738		90.5		Cohen-Cohen
28	Hazem Aboueldahab	57,539		74.8	John M McGrath	Altig-Orlovic
29	Maria Diringher	57,206		95.2	David Wang	Bob Olson
30	Andrew Chambers	56,815		86.7	Andrew Chambers	Philip Prata
31	Alma B Gonzalez	56,204		80.0	Doreen Ryan-Foti	Don Foti
32	Alectra Kelley	56,040	85		Sara Rostamijalilian	A-0-Orng
33	Yadollah Pourjalali	55,203		84.8		Cohen-Cohen
34	Adem Abdula	54,587		88.5	Corey Helly	Gigliano-Ackerman
35	Tristan Dlabik	53,263	95		Brody Maughan-Evanson	Simon Arias
36	Samuel Wolf	52,797	99		Gaston Morales	Dustin Venekamp
37	Hayden Hill	52,668	85		David Carpenter	Dustin Venekamp
38	Abraham Mogilevsky	52,443		80.2	Bobby Szwaja	Theodore Pappas
39	Dustin Dunbar	52,312		77.1		Dustin Venekamp
40	Daniel Prinzo	52,045		92.1	Marc Salvaggi	Surace-Smith
41	Omar Hashimi	51,272		78.0		Don Foti
42	Joey Kennedy	51,240		78.4		Altig-Orlovic
43	Jacqueline Kabluyen	51,152		84.6	Mark Neilson	Altig-Orlovic
44	Riley Peters	49,596		81.4	Richard Mansfield	Altig-Orlovic
45	Carrisa Korres	49,238	92		David Wang	Bob Olson
46	Erica Boy	48,809	99		Jacqueline Kabluyen	Altig-Orlovic
47	Steven Dell	48,207	94		James Keefer	Simon Arias
48	Clayton Slaughter	48,082		75.8	Andrew Batten	Michael Vasu
49	Mike Sukhbaatar	47,978		94.8		Daniel Umbertone
50	Alex Gonzales	47,765		80.3	Anthony Theriault	Mathew Hart

ALL TIME RECORD: \$939,528 Net ALP

ICEBREAKERS

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

SUPERVISINGAGENTS



MARCH

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Carl Rice	\$56,624	\$68,472	94		Patrycja Grudzinska Sabrina Lloyd
2	John Santosuosso	48,537	67,904	89		Kimberly Hamilton Oldham-Gryska
3	Michael Nester	47,817	55,840	85		Hayden Hill Dustin Venekamp
4	Rangi Witika	46,310	49,294	99		Alipate Makai Steve Friedlander
5	Mark Tusing	43,492	51,890		81.5	Alix Albright Simon Arias
6	Fili Arango	41,649	53,425	89		Jacqueline Kabluyen Altig-Orlovic
7	James Marks	41,148	60,244	94		Brody Maughan-Evanson Simon Arias
8	Clint Perry	40,323	48,465	93		Mark Neilson Altig-Orlovic
9	Carey Hartman	36,997	41,487	95		Michael Russin Simon Arias
10	Clayton Slaughter	36,785	63,961		78.6	Andrew Batten Michael Vasu
11	Amber Fitzmartin	32,106	41,056	83		Daniel Dunham Simon Arias
12	Narcis Buncianu	30,789	35,608		82.3	Mark Dushaj Zachary Hart
13	Carolyn George	30,281	35,183	93		Duane Shaw Sabrina Lloyd
14	Kinga Filipiak	29,192	36,780	90		Patrycja Grudzinska Sabrina Lloyd
15	Cristian Alaimo	27,997	36,960	90		Zach Otto Sabrina Lloyd
16	Denzel Covington	27,340	30,482	89		Andre Bent Bob Olson
17	Sarah Gilmore	26,931	35,724	93		James Keefer Simon Arias
18	Matthew Neish	26,703	26,703		91.9	Christopher Bentley Altig-Orlovic
19	Colton Gould	26,429	33,460		73.7	Alex Smith Altig-Orlovic
20	Gregory Rudolph	26,369	40,384	96		Justin Adams Simon Arias

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	James Marks	\$80,648	\$116,294	94		Brody Maughan-Evanson Simon Arias
*2	Clayton Slaughter	73,309	124,789		78.6	Andrew Batten Michael Vasu
*3	Rangi Witika	72,192	83,148	99		Alipate Makai Steve Friedlander
*4	Fili Arango	71,353	103,662	89		Jacqueline Kabluyen Altig-Orlovic
*5	Carl Rice	68,802	83,853	94		Patrycja Grudzinska Sabrina Lloyd
6	John Santosuosso	68,469	104,856	89		Kimberly Hamilton Oldham-Gryska
7	Daniel Johnson	68,421	68,421	90		Mark Neilson Altig-Orlovic
8	Michael Nester	64,175	77,190	85		Hayden Hill Dustin Venekamp
9	Clint Perry	62,452	91,916	93		Mark Neilson Altig-Orlovic
10	Ethan Dewyer	60,056	77,152	91		Anthony Greco Slav Bitman
11	Carey Hartman	60,035	82,612	95		Michael Russin Simon Arias
12	Sarah Gilmore	54,971	78,946	93		James Keefer Simon Arias
13	Carolyn George	54,030	66,076	93		Duane Shaw Sabrina Lloyd
14	Amber Fitzmartin	53,266	80,137	83		Daniel Dunham Simon Arias
15	Denzel Covington	53,139	67,845	89		Andre Bent Bob Olson
16	Juan Montana	52,212	70,057	90		Jordan Lacy Simon Arias
17	Edward Leon	49,917	62,749	87		Mark Dushaj Zachary Hart
18	Mariam Shahid	47,049	66,534		81.0	Shahab Mahdavinjad Theodore Pappas
19	Jacob Kieffer	46,932	60,251	94		Sokol Fazliu Simon Arias
20	Rovena Lulgjuraj	46,534	74,807	89		Mark Dushaj Zachary Hart

ALL TIME RECORDS: \$593,315 1st 6 Mo Agt — PATRYCJA GRUDZINSKA | \$659,568 Net ALP — GEORGE KAMEL

GENERALAGENTS



MARCH

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Dulce Paz	\$123,972	\$154,156	94		Patrycja Grudzinska Sabrina Lloyd
2	Tina Janti	121,920	197,074	88		Mark Neilson Altig-Orlovic
3	Ryan Ohm	78,581	110,156		81.0	Brody Maughan-Evanson Simon Arias
4	Aaron Piotrowski	76,874	84,333	95		Zach Otto Sabrina Lloyd
5	Logan Holle	76,140	85,410	96		David Carpenter Dustin Venekamp
6	Sherrie McCarty	71,031	78,761	93		Michael McKiernan Dustin Venekamp
7	Patricia Contreras	65,832	82,442	90		Walter Icaza Beto Quintero
8	Kurt Overy	62,876	138,027	94		Tony Geer Surace-Smith
9	Robert Adrahtas	62,109	87,102	89		Duane Shaw Sabrina Lloyd
10	James Tolley	60,269	85,104	83		Justin Adams Simon Arias
11	Michael Stuver	58,107	79,689		77.7	Darcy Schrieber Zachary Hart
12	Nadia Feleti	56,526	63,323	98		Alipate Makai Steve Friedlander
13	Travis Vaughn	54,630	106,807	86		Michael Russin Simon Arias
14	Joseph Gojcaj	53,817	78,683	88		Mark Dushaj Zachary Hart
15	Rosemary Soto	52,578	63,579	89		Hemerson Gonzalez Beto Quintero
16	Michael Joseph	45,836	63,555	90		Duni Olusegun James Cunningham
17	Derek Foore	44,062	120,810		87.1	Marc Salvaggi Surace-Smith
18	Ionatan Fiscu	43,706	49,649	95		David Fiscu Ryan Giddens
19	Crystal Larkins	41,649	74,973	90		Jacqueline Kabluyen Altig-Orlovic
20	Michelle Caouette	41,515	53,507		80.9	Kimberly Hamilton Oldham-Gryska

ALL TIME RECORDS: \$470,416 1st 6 Mo Agt — JEFFREY HUDSON | \$473,032 Net ALP — JEFFREY HUDSON

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Tina Janti	\$301,915	\$496,153	88		Mark Neilson Altig-Orlovic
*2	Dulce Paz	164,851	202,884	94		Patrycja Grudzinska Sabrina Lloyd
*3	Patricia Contreras	152,831	174,819	90		Walter Icaza Beto Quintero
*4	Jeffrey Espinal	150,424	225,173	86		Reynolds Akuamo Theodore Pappas
*5	Joseph Gojcaj	143,710	183,690	88		Mark Dushaj Zachary Hart
6	Ryan Ohm	140,187	228,587		81.0	Brody Maughan-Evanson Simon Arias
7	Aaron Piotrowski	123,552	143,893	95		Zach Otto Sabrina Lloyd
8	Michael Joseph	123,452	164,060	90		Duni Olusegun James Cunningham
9	Robert Adrahtas	123,018	197,412	89		Duane Shaw Sabrina Lloyd
10	Derek Foore	119,348	274,108		87.1	Marc Salvaggi Surace-Smith
11	Kurt Overy	118,896	229,446	94		Tony Geer Surace-Smith
12	Logan Holle	118,002	135,862	96		David Carpenter Dustin Venekamp
13	Michael van Delft	117,080	330,027	94		Scott Wheeler Imran Satti
14	James Tolley	116,995	166,828	83		Justin Adams Simon Arias
15	Tauren Flourmoy	114,546	183,516		75.5	Asiguy Haugabook Kyle Johnson
16	Travis Vaughn	113,096	236,574	86		Michael Russin Simon Arias
17	Rosemary Soto	107,609	136,115	89		Hemerson Gonzalez Beto Quintero
18	Avery Hearn	101,723	121,747	85		Andre Bent Bob Olson
19	Victoria Lammey	96,661	122,329	97		Aaron Lammey Altig-Orlovic
20	Sherrie McCarty	95,892	110,448	93		Michael McKiernan Dustin Venekamp

ALL TIME RECORDS: \$1,565,713 1st 6 Mo Agt — MEGAN JOHNSON | \$1,751,795 Net ALP — BRENT BOWLING

MASTERGENERALAGENTS



MARK NEILSON
MILPITAS, CA



JOSHUA DISHONG
CLEVELAND, OH



KIMBERLY HAMILTON
ALBANY, NY



ELYSE BRYAN
LANHAM, MD



TONY GEER
COLUMBUS, OH



WALTER ICAZA
MIAMI, FL



BRODY MAUGHAN-EVANSON
WEXFORD, PA



HUNTER HOUVENER
LYNNWOOD, WA



MICHAEL C WILLIAMS
ORLANDO, FL



ELIZABETH CHILSON
TACOMA, WA



Rookie

MICHAEL MCKIERNAN
PHOENIX, AZ

MARCH

Category	% Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mark Neilson	56.5	\$243,884	\$155,798	78.1	Altig-Orlovic	
Matthew Parks	42.7	293,248	205,550	82.6	Surace-Smith	
Joshua Olin	39.5	163,474	117,164	79.9	Altig-Orlovic	
II Joshua Dishong	71.2	\$188,986	\$110,377	80.6	Surace-Smith	
Brian Zuzick	47.0	142,657	97,049	73.7	Laura Fisher	
Bobby Gujral	46.0	131,390	90,022	80.8	Altig-Orlovic	
III Kimberly Hamilton	102.8	\$171,036	\$84,326	78.2	Oldham-Gryska	
Richard Mansfield	43.1	112,007	78,258	81.2	Altig-Orlovic	
Reynolds Akuamo	42.6	128,067	89,810	74.9	Theodore Pappas	
IV Elyse Bryan	138.5	\$160,644	\$67,349	78.2	Souley Bah	
Britton Costa	95.6	126,582	64,727	74.1	Simon Arias	
Harold Durana	57.9	94,933	60,119	75.4	Don Foti	
V Tony Geer	188.8	\$165,620	\$57,340	81.6	Surace-Smith	
Luay Ghawi	163.0	134,739	51,231	79.8	Altig-Orlovic	
Yussuf El-Zein	157.9	152,040	58,953	78.7	Altig-Orlovic	
VI Walter Icaza	123.4	\$105,114	\$47,049	84	Beto Quintero	
Brandon Summerton	79.6	90,844	50,588	80.4	Altig-Orlovic	
Christina Jauch	67.9	84,551	50,368	73.2	Simon Arias	
VII Brody Maughan-Evanson	153.7	\$96,145	\$37,900	80.8	Simon Arias	
Alix Albright	106.1	76,899	37,311	80.9	Simon Arias	
Duni Olusegun	88.0	69,032	36,713	75.5	James Cunningham	
VIII Hunter Houvener	143.5	\$68,275	\$28,035	79.5	Altig-Orlovic	
Brandon Minor	100.6	55,012	27,424	79.4	Altig-Orlovic	
Paul Samra	94.5	54,240	27,886	76.2	Don Foti	
IX Michael C Williams	258.1	\$59,439	\$16,601	77.8	Matt Henderson	
Nikola Subotic	138.3	54,341	22,806	86.5	Altig-Orlovic	
Kevin Appasamy	128.8	39,876	17,426	76.3	Altig-Orlovic	
X Elizabeth Chilson	91.4	\$23,678	\$12,373	76.8	Altig-Orlovic	
Steven Warner	77.5	28,063	15,810	76.2	Altig-Orlovic	
David Thornton	64.5	19,801	12,035	74.4	Altig-Orlovic	

MARCH ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Michael McKiernan	396.9	\$115,884	\$29,200	\$119,613	91		Dustin Venekamp
Andrew Batten	230.8	67,382	29,200	132,144	89		Michael Vasu
David Carpenter	226.9	66,254	29,200	112,097	84		Dustin Venekamp
Avi Kauderer	196.5	57,370	29,200	112,629	86.3		Oldham-Gryska
Alipate Makaii	189.4	55,308	29,200	85,320	96		Steve Friedlander
James Keefer	180.9	52,815	29,200	72,661	93		Simon Arias
Hayden Hill	173.7	50,728	29,200	64,525	85		Dustin Venekamp
Gaston Morales	172.3	50,305	29,200	57,816	92		Dustin Venekamp
Jacqueline Kabluyen	141.5	41,319	29,200	96,877	86		Altig-Orlovic
Iris Saavedra	138.7	40,510	29,200	59,732	91		Don Foti

YTD

Category	% Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mark Neilson	34.8	\$629,837	\$467,395	78.1	Altig-Orlovic	
David Wang	23.9	558,998	451,255	79.1	Bob Olson	
Joshua Olin	20.7	424,084	351,492	79.9	Altig-Orlovic	
II Joshua Dishong	17.9	\$390,455	\$331,131	80.6	Surace-Smith	
Kaitlyn Brandt	16.8	396,471	339,538	77.3	Stephen Jubrey	
Brian Zuzick	11.7	325,347	291,147	73.7	Laura Fisher	
III Reynolds Akuamo	53.8	\$414,458	\$269,431	74.9	Theodore Pappas	
Kimberly Hamilton	35.2	341,965	252,978	78.2	Oldham-Gryska	
Melinda-Rae Lyse	22.9	279,990	227,895	80.9	Altig-Orlovic	
IV Elyse Bryan	35.1	\$273,002	\$202,048	78.2	Souley Bah	
Harold Durana	20.8	217,812	180,356	75.4	Don Foti	
Roghie Hassan Loo	12.0	209,048	186,601	78.2	Chalom-Paz	
V Thomas Vena	46.8	\$227,872	\$155,174	81.9	Simon Arias	
Luay Ghawi	43.5	220,526	153,693	79.8	Altig-Orlovic	
Tony Geer	37.5	236,526	172,019	81.6	Surace-Smith	
VI Walter Icaza	82.3	\$257,297	\$141,148	84	Beto Quintero	
Christina Jauch	34.3	202,979	151,105	73.2	Simon Arias	
Jeffery Thiel	32.1	181,678	137,516	81.7	Surace-Smith	
VII Brody Maughan-Evanson	77.2	\$201,503	\$113,700	80.8	Simon Arias	
Duni Olusegun	67.3	184,286	110,138	75.5	James Cunningham	
Jinelly Urena	57.8	187,827	119,065	73.4	Jose Carvajal	
VIII Paul Samra	50.3	\$125,769	\$83,659	76.2	Don Foti	
Brandon Minor	49.0	122,614	82,272	79.4	Altig-Orlovic	
Gevorg Yanukyan	19.8	114,920	95,888	78.4	Desi Dimitrova	
IX Michael C Williams	109.2	\$104,195	\$49,802	77.8	Matt Henderson	
Kevin Appasamy	54.5	80,792	52,277	76.3	Altig-Orlovic	
David Nham	28.6	86,340	67,126	78.4	Altig-Orlovic	
X Patrick Bendure	332.4	\$15,334	\$3,546	89.8	Surace-Smith	
Elizabeth Chilson	53.9	57,136	37,120	76.8	Altig-Orlovic	
Randy Teysier	14.6	11,263	9,830	84.3	Chris Hernandez	

YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Michael McKiernan	202.6	\$177,485	\$87,600	\$203,210	91		Dustin Venekamp
Andrew Batten	166.0	145,402	87,600	291,263	89		Michael Vasu
David Carpenter	163.0	142,794	87,600	196,250	84		Dustin Venekamp
Gaston Morales	150.8	132,118	87,600	148,810	92		Dustin Venekamp
Hayden Hill	138.8	121,552	87,600	153,860	85		Dustin Venekamp
Avi Kauderer	133.4	116,842	87,600	286,123	86.3		Oldham-Gryska
Aaron Burke	123.1	107,834	87,600	153,661	93		Richard Correa
Daisy Pyeatt	120.2	105,321	87,600	143,187	86		Michael Vasu
Jose Viramontes	115.6	101,294	87,600	180,610	88		Michael Vasu
Meaghan Krecsko	108.0	94,640	87,600	156,276	87		Altig-Orlovic

Spotlight recognizes the top three Master General Agents in Categories I-X with positive growth and the top ten Rookies with minimum 100% Performance Factor. Figures reflect hierarchy transfer adjustments.

REGIONAL GENERAL AGENTS



THOMAS VENA
WEXFORD, PA



BOBBY GUJRAL
SURREY, BC



RYAN STENGLEIN
WAYZATA, MN



LUAY GHAWI
OTTAWA, ON



SARA VAZ
WINNIPEG, MB



JOSHUA DISHONG
CLEVELAND, OH



ELYSE BRYAN
LANHAM, MD



DAVID CARPENTER
PHOENIX, AZ



MARISSA CUNNINGHAM
INDIANAPOLIS, IN



SANAZ MIRZA BAIG
HALIFAX, NS

MARCH

Category	% Growth	Net ALP	Benchmark	NTG	RET	SGA
I Thomas Vena	70.9	\$572,340	\$334,814		77.0	Simon Arias
Matthew Diulus	62.9	536,133	329,155		74.7	Simon Arias
Matthew Parks	49.1	1,141,224	765,659		84.2	Surace-Smith
II Bobby Gujral	70.0	\$392,331	\$230,799		80.0	Altig-Orlovic
Christopher Hintz	52.4	360,598	236,644		76.4	Altig-Orlovic
Joshua Olin	49.0	475,798	319,401		75.8	Altig-Orlovic
III Ryan Stenglein	44.4	\$267,563	\$185,314		77.6	Altig-Orlovic
Justin Adams	43.5	271,285	189,046		78.1	Simon Arias
Brian Schreiter	41.1	256,742	181,939		74.4	Joseph Diecedue
IV Luay Ghawi	132.8	\$377,623	\$162,204		79.4	Altig-Orlovic
Mark Neilson	114.9	347,530	161,709		78.1	Altig-Orlovic
Patrick Knouse	37.7	229,223	166,408		74.1	Slav Bitman
V Sara Vaz	74.4	\$253,558	\$145,359		82.1	Altig-Orlovic
Jake Yagjian	62.2	191,835	118,299		74.8	Albert Serur
Hunter Houvener	44.5	170,065	117,720		75.0	Altig-Orlovic
VI Joshua Dishong	92.2	\$188,924	\$98,272		80.6	Surace-Smith
Brandon Summerton	81.5	164,114	90,435		79.1	Altig-Orlovic
Harold Durana	76.2	155,056	87,979		75.6	Don Foti
VII Elyse Bryan	162.8	\$177,021	\$67,349		77.6	Souley Bah
John Ophals	108.9	161,126	77,126	88		Jamison Weatherspoon
Brandon Minor	85.8	112,872	60,754		74.1	Altig-Orlovic
VIII David Carpenter	695.7	\$393,443	\$49,449		74.5	Dustin Venekamp
Yussuf El-Zein	180.4	165,309	58,953		78.6	Altig-Orlovic
Jason Bratin	87.2	94,981	50,749		82.7	Simon Arias
IX Marissa Cunningham	181.4	\$127,324	\$45,240		75.4	James Cunningham
Jacqueline Kabluyen	142.3	99,477	41,060		73.3	Altig-Orlovic
Gevorg Yanukyan	121.6	70,858	31,971		77.8	Desi Dimitrova
X Sanaz Mirza Baig	3953.7	\$53,556	\$1,321	94		Imran Satti
Dustin Holtz	678.0	83,986	10,795	88		Kevin Holtz
Anacleto Arevalo	239.9	54,991	16,179		84.6	Altig-Orlovic

YTD

Category	% Growth	Net ALP	Benchmark	NTG	RET	SGA
I Nicholas Lorence	19.1	\$484,301	\$406,753		77.2	Altig-Orlovic
Thomas Vena	10.4	537,861	487,365		77.0	Simon Arias
II Joshua Olin	33.0	\$438,219	\$329,566		75.8	Altig-Orlovic
Doreen Ryan-Foti	11.1	230,958	207,796		78.0	Don Foti
III Ryan Wilson	26.1	\$264,986	\$210,185		76.2	Philip Prata
Brian Schreiter	21.4	365,752	301,314		74.4	Joseph Diecedue
Ryan Stenglein	14.0	228,843	200,733		77.6	Altig-Orlovic
IV Mark Neilson	61.0	\$374,528	\$232,571		78.1	Altig-Orlovic
Patrick Knouse	47.7	379,830	257,125		74.1	Slav Bitman
Steven Redd	27.5	249,616	195,705		74.9	Mathew Hart
V Jake Yagjian	61.7	\$257,762	\$159,407		74.8	Albert Serur
VI Scott Wheeler	48.1	\$107,787	\$72,797		82.3	Imran Satti
Harold Durana	36.1	137,018	100,645		75.6	Don Foti
Craig Stropf	32.6	170,615	128,707		74.3	Cindy Furer
VII John Ophals	78.2	\$204,845	\$114,927	88		Jamison Weatherspoon
Duni Olusegun	53.8	210,305	136,777		75.3	James Cunningham
Elyse Bryan	51.1	163,318	108,078		77.6	Souley Bah
VIII David Carpenter	337.1	\$495,771	\$113,429		74.5	Dustin Venekamp
Jeffrey Hall	107.7	131,048	63,108		75.3	Albert Serur
Kyle Lewicki	98.7	64,559	32,494		79.1	Mathew Hart
IX Marissa Cunningham	264.2	\$241,183	\$66,230		75.4	James Cunningham
Gevorg Yanukyan	148.2	102,236	41,189		77.8	Desi Dimitrova
Patrick Duray	128.4	31,607	13,841		77.7	Chad Deley
X Sanaz Mirza Baig	5151.5	\$69,609	\$1,326	94		Imran Satti
William Parmeter	723.1	45,082	5,477	84		Nicholas Moore
Dustin Holtz	670.9	145,754	18,906	88		Kevin Holtz

Spotlight recognizes the top three Regional General Agents in Categories I-X with positive growth. Figures reflect hierarchy transfer adjustments.



SIMON ARIAS



DUSTIN VENEKAMP



CHRIS HERNANDEZ



JAMISON WEATHERSPOON



ALBERT SERUR



SOULEY BAH



JOHNSON-NELSON



JOHNSON-NELSON



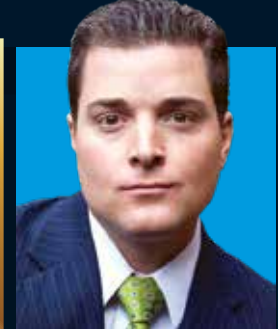
JOHN YOUNG



A-O-STENGLEIN



A-O-STENGLEIN



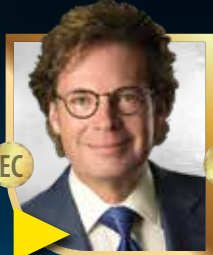
A-O-STENGLEIN

EC = 2018 Executive Council Member

† Performance Factor = (% F6 Mo Obj + % P6 Mo Obj + % Recruit Obj) ÷ 3

Spotlight recognizes State General Agents in Categories I-X with minimum 90% Performance Factor with retention or net to gross standard. YTD Winners for Categories I-X and Start-Up will be recognized at Convention by highest Performance Factor in excess of 100% and the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards.

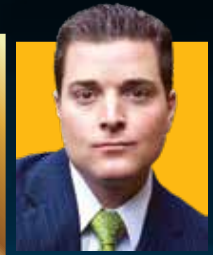
TOP PERFORMANCE FACTOR



EC



EC



A-O-STENGLEIN
Category X
216.6% PF



SOULEY BAH
Category VII
164.8% PF



EC

DUSTIN VENEKAMP
Category II
153.6% PF

MARCH

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Recruits	Rec Obj	% Rec Obj	Net ALP	% Growth	NTG	RET
I Simon Arias	134.7	\$782,729	\$602,000	130.0	\$1,017,231	\$620,000	164.1	93	80	110.0	\$1,799,961	45.1	76.2	
Surace-Smith	114.0	529,335	572,000	92.5	1,586,641	1,092,000	145.3	49	47	104.3	2,115,975	52.2	83.6	
Altig-Orlovic	105.6	1,353,670	1,330,000	101.8	3,332,950	2,700,000	123.4	172	188	91.5	4,686,620	5.7	78.2	
Giglione-Ackerman	92.7	325,800	399,000	81.7	391,499	370,000	105.8	48	53	90.6	717,299	-9.6	74.1	
Zachary Hart	90.9	327,221	585,000	55.9	459,393	325,000	141.4	34	45	75.6	786,614	-9.9	74.0	
II Dustin Venekamp	153.6	\$478,239	\$200,000	239.1	\$294,508	\$264,000	111.6	41	29	110.0	\$772,746	77.9	76.0	
Don Foti	124.0	142,148	100,000	142.1	389,176	325,000	119.7	17	12	110.0	531,324	24.9	77.8	
Oldham-Gryska	109.9	312,790	234,000	133.7	315,819	329,000	96.0	20	20	100.0	628,608	-27.0	77.4	
Cohen-Cohen	102.4	182,684	165,000	110.7	351,550	407,000	86.4	28	21	110.0	534,234	7.7	81.0	
III Chris Hernandez	120.1	\$138,826	\$130,000	106.8	\$217,972	\$152,000	143.4	30	24	110.0	\$356,798	-4.3	74.5	
Steve Friedlander	116.5	160,155	143,000	112.0	196,439	143,000	137.4	17	17	100.0	356,595	58.8	80.2	
Imran Satti	110.6	109,490	91,000	120.3	199,707	195,000	102.4	12	11	109.1	309,197	7.8	79.3	
Matt Henderson	104.5	173,677	191,000	90.9	223,268	182,000	122.7	33	33	100.0	396,945	-3.4	73.3	
Bob Olson	91.2	128,694	113,000	113.9	259,528	260,000	99.8	18	30	60.0	388,221	-4.5	76.3	
IV Jamison Weatherspoon	147.3	\$185,929	\$100,000	185.9	\$164,904	\$113,000	145.9	27	20	110.0	\$350,833	61.5	74.7	
Hart-McCallum	144.6	77,889	139,000	56.0	219,496	82,000	267.7	12	10	110.0	297,385	41.1	89	
Kyle Johnson	129.2	141,736	104,000	136.3	209,761	108,000	194.2	12	21	57.1	351,497	54.6	74.4	
Phillip Prata	114.1	102,853	82,000	125.4	170,425	156,000	109.2	14	13	107.7	273,278	12.5	77.3	
Cindy Furer	112.5	98,618	82,000	120.3	143,634	134,000	107.2	17	15	110.0	242,253	1.6	78.1	
Joseph Diecedue	104.5	132,504	143,000	92.7	136,708	113,000	121.0	19	19	100.0	269,212	-6.8	73.9	
V Albert Serur	117.0	\$119,963	\$91,000	131.8	\$113,499	\$104,000	109.1	18	15	110.0	\$233,462	23.5	74.9	
James Cunningham	114.2	129,428	74,000	174.9	60,382	61,000	99.0	11	16	68.8	189,810	104.7	75.7	
Slav Bitman	112.8	107,817	100,000	107.8	130,511	100,000	130.5	15	15	100.0	238,328	24.8	74.0	
Pappas-Quadri	101.0	66,593	74,000	90.0	138,003	134,000	103.0	17	6	110.0	204,596	-28.9	90	
VII Souley Bah	164.8	\$50,594	\$56,000	90.3	\$126,457	\$43,000	294.1	15	9	110.0	\$177,051	228.6	78.7	
Eric Cochran	97.7	60,746	56,000	108.5	44,009	52,000	84.6	10	10	100.0	104,755	-18.1	78.6	
Greg Graham	96.0	61,590	56,000	110.0	32,693	48,000	68.1	11	9	110.0	94,282	0.6	82	
Tiffany Roland	93.6	48,011	56,000	85.7	55,386	65,000	85.2	9	8	110.0	103,398	2.4	76.3	
VIII Johnson-Nelson	117.7	\$41,126	\$48,000	85.7	\$75,556	\$48,000	157.4	12	8	110.0	\$116,683	65.6	89	
Kevin Holtz	115.9	70,417	48,000	146.7	39,180	43,000	91.1	8	7	110.0	109,597	60.9	88	
IX John Young	118.9	\$33,454	\$39,000	85.8	\$45,088	\$20,000	225.4	5	11	45.5	\$78,542	92.0	75.2	
Kris Thieme	99.4	36,586	39,000	93.8	28,159	27,000	104.3	7	7	100.0	64,744	-19.9	78.3	
Correa-Hunt	98.6	37,180	39,000	95.3	22,936	20,000	114.7	6	7	85.7	60,116	10.2	87	
X A-O-Stenglein	216.6	\$28,336	\$30,000	94.5	\$66,803	\$15,000	445.4	9	3	110.0	\$95,139	N/A	92	
Jay Washington	132.9	34,394	30,000	114.6	27,618	15,000	184.1	6	6	100.0	62,012	N/A	93	
Nick Scordos	109.6	24,852	30,000	82.8	20,411	15,000	136.1	5	3	110.0	45,263	158.1	92	
Nick Moore	109.2	59,800	30,000	199.3	11,754	15,000	78.4	3	6	50.0	71,554	671.0	85	
Steve Svendsen	103.6	31,559	30,000	105.2	14,361	15,000	95.7	7	6	110.0	45,921	N/A	80	
Gabe Feldmann	96.4	10,170	30,000	33.9	29,710	15,000	198.1	4	7	57.1	39,880	26.9	77.4	

YTD

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Recruits	Rec Obj	% Rec Obj	Net ALP	% Growth	NTG	RET
I Simon Arias	104.3	\$1,720,287	\$1,806,000	95.3	\$2,248,807	\$1,860,000	120.9	232	240	96.7	\$3,969,094	24.0	76.2	
Giglione-Ackerman	91.2	927,867	1,197,000	77.5	1,102,507	1,110,000	99.3	154	159	96.9	2,030,374	-1.7	74.1	
II Dustin Venekamp	124.2	\$982,860	\$600,000	163.8	\$781,409	\$792,000	98.7	104	87	110.0	\$1,764,269	122.9	76.0	
Cohen-Cohen	102.4	508,619	495,000	102.8	1,153,209	1,221,000	94.4	74	63	110.0	1,661,827	23.2	81.0	
Don Foti	98.2	273,300	300,000	91.1	910,353	975,000	93.4	42	36	110.0	1,183,653	21.7	77.8	
Oldham-Gryska	97.5	659,008	702,000	93.9	874,394	987,000	88.6	73	60	110.0	1,533,403	-24.7	77.4	
III Imran Satti	106.9	\$323,707	\$273,000	118.6	\$538,169	\$585,000	92.0	37	33	110.0	\$861,875	25.6	79.3	
Chris Hernandez	101.0	347,172	390,000	89.0	545,038	456,000	119.5	68	72	94.4	892,210	5.5	74.5	
Matt Henderson	100.8	523,484	573,000	91.4	594,565	546,000	108.9	101	99	102.0	1,118,049	16.9	73.3	
Bob Olson	98.2	368,219	339,000	108.6	756,157	780,000	96.9	80	90	88.9	1,124,376	6.8	76.3	
IV Jamison Weatherspoon	119.1	\$408,002	\$300,000	136.0	\$376,861	\$339,000	111.2	79	60	110.0	\$784,863	51.1	74.7	
Hart-McCallum	118.6	255,238	417,000	61.2	454,381	246,000	184.7	35	30	110.0	709,619	32.8	89	
Kyle Johnson	113.1	333,140	312,000	106.8	444,340	324,000	137.1	60	63	95.2	777,480	56.4	74.4	
Phillip Prata	100.3	265,502	246,000	107.9	411,715	468,000	88.0	41	39	105.1	677,217	5.1	77.3	
Joseph Diecedue	98.2	361,814	429,000	84.3	367,759	339,000	108.5	58	57	101.8	729,573	-0.3	73.9	
V James Cunningham	115.8	\$362,314	\$222,000	163.2	\$169,370	\$183,000	92.6	44	48	91.7	\$531,685	61.6	75.7	
Slav Bitman	109.4	389,841	300,000	129.9	275,065	300,000	91.7	48	45	106.7	664,906	45.0	74.0	
Albert Serur	96.2	275,628	273,000	101.0	242,123	312,000	77.6	52	45	110.0	517,751	26.1	74.9	
VI Stephen Jubrey	98.6	\$140,046	\$207,000	67.7	\$242,442	\$195,000	124.3	28	27	103.7	\$382,488	15.9	73.9	
VII Souley Bah	109.5	\$159,478	\$168,000	94.9	\$172,293	\$129,000	133.6	27	27	100.0	\$331,772	127.1	78.7	
Eric Cochran	95.4	168,013	168,000	100.0	129,085	156,000	82.7	31	30	103.3	297,098	-15.7	78.6	
VIII Kevin Holtz	104.1	\$154,268	\$144,000	107.1	\$129,532	\$129,000	100.4	22	21	104.8	\$283,800	39.8	88	
Johnson-Nelson	95.0	102,300	144,000	71.0	149,491	144,000	103.8	30	24	110.0	251,791	61.8	89	
Ryan Bisanz	92.5	117,399	144,000	81.5	100,954	78,000	129.4	20	30	66.7	218,352	172.9	74.8	
IX Correa-Hunt	115.6	\$112,106	\$117,000	95.8	\$84,519	\$60,000	140.9	2						

CATEGORY I



1
SUSAN GILBERT
CHICAGO, IL



2
JESSICA TREYBICK
POUGHKEEPSIE, NY



1
KATHY PAPPAS
ROSLYN HARBOR, NY



2
AL WALL
HOLLAND LANDING, ON



1
TIMOTHY LEARY
BUFFALO, NY



2
REBECCA KLEBSCH
COLGATE, WI

CATEGORY IV



1
KRISSA HENSLEY
TOLEDO, OH



2
STEVE ORCHERTON
VICTORIA, BC



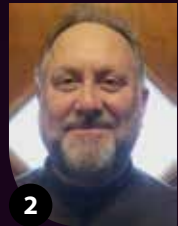
1
VIVIAN DWYER
HARTFIELD, VA



2
CAS ROBINSON
NEPEAN, ON



1
MARK FLEMM
LEECHBURG, PA



2
JEFFREY HAPKE
MARTINSBURG, PA

CATEGORY VII



1
KEVIN MCKEEN
WATERVLIET, NY



2
DONNA ALTSHUE
NORMAL, IL



1
LISA QUEENER
SUMMERSVILLE, WV



2
BRYAN UHL
CHIPPEWA LAKE, OH

CATEGORY VIII

TOP MANAGERS

CATEGORY I



1
BRIAN RYAN
MORTON, PA

CATEGORY II



1
CINDY CLEARY
LEE'S SUMMIT, MO

CATEGORY III



1
CHUCK HILL
LODI, CA

INDIVIDUAL REPS: MARCH

Category	Rank	Rep	Cards	Obj	% Obj
I	1	Susan Gilbert	6,276	1,669	376.0
	2	Jessica Treybick	3,819	1,711	223.2
	3	David Blaisdell	2,707	2,158	125.4
II	1	Kathy Pappas	6,800	1,286	528.8
	2	Al Wall	1,569	1,235	127.0
	3	George Farenthold	1,338	1,305	102.5
III	1	Timothy Leary	1,148	1,035	110.9
	2	Rebecca Klebsch	1,049	1,155	90.8
	3	Tommy Flynn	921	1,086	84.8
IV	1	Krissa Hensley	1,710	1,031	165.9
	2	Steve Orcheron	1,066	947	112.5
	3	Steve Sanchez	1,019	1,024	99.5
V	1	Vivian Dwyer	1,793	912	196.6
	2	Cas Robinson	1,129	832	135.6
	3	Lisa West	1,148	848	135.3
VI	1	Mark Flemm	1,124	746	150.6
	2	Jeffrey Hapke	937	666	140.7
	3	Janis Pitts	1,100	791	139.0
VII	1	Kevin McKeen	1,275	641	199.0
	2	Donna Altshue	940	627	149.9
	3	Jeanette Dodd	683	605	112.8
VIII	1	Lisa Queener	1,960	463	423.3
	2	Bryan Uhl	804	528	152.2
	3	Wendy Sundeen	704	561	125.4
Rookie	1	Lisa Queener	1,960	463	423.3

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank	Rep	Cards	Obj	% Obj
I	*1	Susan Gilbert	8,294	5,008	165.6
	2	Jessica Treybick	6,874	5,132	133.9
	3	David Blaisdell	7,368	6,474	113.8
II	*1	Kathy Pappas	8,822	3,858	228.7
	2	George Farenthold	4,581	3,915	117.0
	3	Darrell Dorey	4,600	4,234	108.6
III	*1	Tommy Flynn	3,186	3,258	97.8
	2	Timothy Leary	2,919	3,105	94.0
	3	Rebecca Klebsch	3,094	3,466	89.3
IV	*1	Krissa Hensley	3,957	3,092	128.0
	2	Shane Knowles	2,647	2,759	95.9
	3	Randy Stockley	2,409	2,974	81.0
V	*1	Vivian Dwyer	4,517	2,736	165.1
	2	Carl Zablorny	2,776	2,588	107.3
	3	Lisa West	2,548	2,544	100.1
VI	*1	Janis Pitts	3,320	2,374	139.9
	2	Jeffrey Hapke	2,628	1,997	131.6
	3	Mark Flemm	2,042	2,239	91.2
VII	*1	Kevin McKeen	3,716	1,922	193.4
	2	Donna Altshue	3,305	1,881	175.7
	3	Dianna Lueke	2,777	1,762	157.6
VIII	*1	Gabriela Berloni	3,052	784	389.4
	2	Lisa Queener	3,460	1,389	249.1
	3	Bryan Uhl	2,042	1,585	128.8

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: MARCH

Category	Rank	Manager	Cards	Obj	% Obj
I	1	Brian Ryan	14,616	7,535	194.0
	2	Dawn Trudden	10,896	6,827	159.6
II	1	Cindy Cleary	7,569	6,772	111.8
	2	Christa Davis	4,373	5,175	84.5
III	1	Chuck Hill	7,207	4,626	155.8
	2	Katherine Pratt	4,375	4,311	101.5

MANAGERS: YTD

Category	Rank	Manager	Cards	Obj	% Obj
I	*1	Brian Ryan	25,955	22,604	114.8
	2	Dawn Trudden	21,879	20,480	106.8
II	*1	John Keliher	15,467	15,345	100.8
	2	Cindy Cleary	17,226	20,316	84.8
III	*1	Chuck Hill	12,299	13,877	88.6
	2	Amanda Mlinaz	11,466	14,167	80.9

MOST ORIGINAL CARDS GENERATED: YTD

- 1** GABRIELA BERLONI 3,010
- 2** JANIS PITTS 1,949
- 3** ROBIN ANDRADE 1,725








1
GABRIELA BERLONI
TORONTO, ON

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII assigned using average of leads generated last 3 years. For Reps with less than 3 years of service, 425 cards per month was applied for months with no production unless the average of their actual production was higher. To be recognized at Convention, Rep must meet minimum 80% of Objective.

Manager Categories I-III assigned using average of lead production last 3 years for their respective territories. To be recognized at Convention, Manager must meet minimum 80% of Objective.

WORLD'S GREATEST BONUS

1	2	3	4	5
				
\$14,279 Susan Bedrossian Cisco Perez	\$10,061 Kenan Hyseni Altig-Orlovic	\$9,916 Ryan Vance Surace-Smith	\$9,291 Maria Diringor Bob Olson	\$9,216 Dina Boghdady Altig-Orlovic






MARCH BONUS LEADERS | PAYOUT: \$2,816,444 | QUALIFIERS: 4,247

<p>\$ 14,279 Susan Bedrossian 10,061 Kenan Hyseni 9,916 Ryan Vance 9,291 Maria Diringor 9,216 Dina Boghdady 8,470 Katie Massart 8,263 Mario Hajro 7,797 Muhammed Ashraf 7,163 Joshua Dishong 6,975 Brooklyn Mims 6,530 Alma B Gonzalez 6,220 Cody Langston 6,177 Oleg Novitchii 5,970 Diana Al Ali 5,924 Meardey Kim 5,651 Kevin Gillum 5,600 Manique Sala 5,525 Hayden Hill 5,399 Mateusz Kois 5,326 Alan Sedaghat 5,212 Samuel Crish 5,212 Michael C Williams 5,134 Daniel Prinzo 4,997 Tony Geer 4,963 Aaron Chen 4,951 Tony Georges 4,904 Michael van Delft 4,835 Matthew Zang 4,826 Roghieh Hassan Loo 4,742 Jenny Kim 4,712 Cathy Dishong 4,692 Mark Lomonaco 4,635 Andrew Bishop 4,594 Steven Dell 4,548 Sylvain Kalombo 4,537 Max Quasem 4,348 Tiffany Harmouche 4,347 Omar Hashimi 4,338 Kory Louvelle 4,312 Mack Hanna 4,287 Marie Laine 4,287 Casey Jarratt 4,262 Clayton Slaughter 4,240 Steven Sparkes 4,238 Richard Carter 4,224 Ricardo Benson 4,165 Paul M Smith 4,121 Kelly McDonald</p>	<p>4,038 Therese Bolese 3,993 Joseph Sarasin 3,985 Hamza Ally 3,009 Thomas King 3,975 Tristan Dlabik 3,925 Eric Thompson 3,903 Samuel Wolf 3,894 Steven Phillips 3,892 Adem Abdula 3,834 Mike Reed 3,745 Kalen Dugan 3,744 Holly Simpson 3,735 Richard Tabanji 3,709 Yadolah Pourjalali 3,677 Brian Cabral 3,649 Georges Hamoush 3,616 Sean Mitchell 3,605 Elizabeth Garcia 3,595 Kelli Higgins-Jones 3,565 Eddie Beleshi 3,555 Aljban Jashari 3,502 Kevin Ishikane 3,491 Philomene Tshimbolela 3,400 Jonni Ng 3,389 Trenton Miller 3,382 Brittany Bradshaw 3,370 Arman Masomzadeh 3,355 Eric LaBossiere 3,343 Stanislav Moanda 3,296 Michael Botond 3,278 Omar Billy 3,273 Derya Ekren 3,249 Al Alkurd 3,245 James Clark Jr 3,232 Shaun Smith 3,231 Tina Janti 3,225 Abraham Mogilevsky 3,220 John Hartin 3,209 Elhanan Sing 3,187 Tyler McKnight 3,183 Christabel Omelas 3,181 Andrew Chambers 3,158 David Rigney 3,157 Joaquin Santos 3,107 Tanner Duy 3,102 Jean Etaha Limongo 3,096 Collin Appiah 3,073 Pablo Zetina 3,062 DNR</p>	<p>3,050 Ryan Fogel 3,022 Denis Snyder 3,009 Thomas King 2,994 Crystal Larkins 2,989 Tanya Sutton 2,986 Mark Hart 2,984 Kristina Joachim 2,980 Jonathan Da-al 2,972 Erica Boy 2,968 Michael Spann 2,944 Kevin Davis 2,940 Jadwiga Martins 2,930 Michael Hubbs 2,912 Wesley Shure 2,904 Joel Trask 2,893 Kelvin Ellmers 2,885 Brandon Minor 2,885 Bryan Juskiw 2,873 Ashley Silva 2,866 Kasey Williamson 2,858 Alex Gonzales 2,856 Darrio Pope 2,851 Patrick Donovan 2,822 Mike Sukhbaatar 2,820 Jose Lopes 2,816 Eric Snyder 2,815 Tanner Macioce 2,803 Harvey Quinn 2,787 Iris Saavedra 2,782 Johnathon Bogoslowski 2,777 Michael Glynn 2,777 Bruce Viaje 2,767 Claudia Chiarelli 2,764 William Dugan 2,762 Hany Mikhail 2,760 Gloria Mendoza 2,736 Jovanie Scarlett 2,718 Elhanan Sing 2,694 Sharaf Samhadana 2,676 Mark Diskin 2,676 Albert Olesko 2,654 Asiguy Haugabook 2,652 Donald Gregoire 2,652 Chad Boskat 2,650 Peer Shmelzer 2,642 David Peebles 2,636 George Kamel 2,629 Tasha Marker</p>	<p>2,624 Jean Joseph 2,614 Cathleen Hairston 2,612 Jessica Chang 2,608 Ellen Tuttle 2,605 John Santosuosso 2,600 Jacqueline Kabluyen 2,599 Dustin Dunbar 2,596 Kimberly Alston 2,596 Brock Lampepe 2,595 Zoltan Krescko 2,589 Magaly Una 2,566 Mandale Tolefree 2,554 Andrew Flores 2,554 Taulant Bane 2,554 John Sparby 2,550 Godwill Barungi 2,541 Marie Campbell 2,540 Richard Sidoti 2,530 Bruce Tan 2,521 Kellen Knapton 2,504 Deborah Noga 2,496 Trace Johnson 2,468 Jose Alvarez 2,462 Andy Dorf 2,451 Corey LaVigne 2,429 Jacob Brown 2,426 Shai Mate 2,389 Daniel Juskiw 2,386 Richard Whyte 2,379 Langafaiva Mosaati 2,369 Andrea Petty 2,342 Deaveon Francisco 2,339 Edward Kirk-Jasulevicz 2,336 Brian Freeman 2,336 Christopher Walker 2,333 Violetta Raddell 2,322 Ala Awad 2,322 John Vacca 2,319 Sean Shephard 2,319 Alectra Kelley 2,318 Cory Cannataro 2,316 Jessica Santamarina 2,311 Zachary Richard 2,305 Anna Senra 2,304 Michael Gallen 2,303 David Gallagher 2,303 Derek Woo 2,302 Shanita Ellmers 2,300 Gary Bias</p>	<p>2,290 Priscila Gonzalez 2,276 Hanbo Xu 2,271 Ifeanyi Ufodu 2,270 Tina Nelson 2,270 Peter Gabranski 2,260 Kashala Guiden 2,255 Ross Ewen 2,252 Robert A Wright 2,250 David Rockway 2,250 Gregory Rudolph 2,243 Alipate Makaui 2,241 Matthew Russell 2,223 Eugene Kashkin 2,221 Hazem Aboueldahab 2,220 Igor Melcharek 2,213 Shavorne Hudson 2,202 Jordon Graham 2,192 Danilo Mendoza 2,183 Jesusdieu Portilus 2,174 Luis Miranda 2,169 Joey Kennedy 2,166 Andrew Kutcher 2,164 Jessy Girard 2,162 Jordan Lowery 2,160 Eric Salado 2,122 Riley Peters 2,118 Alexander Pham 2,116 Oscar Garcia-Gamez 2,113 Rachel Seddon 2,112 Jessie Cusenza 2,108 Joey Sales 2,106 Shane Hirtle 2,105 Christopher Bennett 2,104 Brian Freeman 2,096 Peter Kaplanis 2,089 Shawn Kelley 2,087 Carlo Trinidad 2,084 Matthew Lehman 2,082 John Vacca 2,080 Jeremy Mullins 2,071 Daniel Li 2,070 Slavita Hut 2,068 Melissa Tatum 2,066 Armando Rivera 2,061 Keri Morris 2,055 Alma Lozano 2,055 Trevor Bailey 2,042 Betsy Adney 2,041 Charles Craggett</p>	<p>2,031 Mohamad Raychouni 2,031 Leonardo Perez 2,031 Timothy Bugge 2,029 Veronica Bradford 2,028 Anacleto Arevalo 2,026 Ray Salmon 2,023 Alyssa Libby 2,020 Rahmatullah Romal Omid 2,018 Nicholas Triantafyllidis 2,015 Ethan Barnt 1,994 John Lamere 1,993 Selina Maldonado 1,991 Dylan White 1,991 Robert Trypus 1,983 Zachery Hawthorne 1,980 Chandler Widman 1,978 Andrew Siebert 1,974 Thomas A Wilson 1,963 Mark Noel 1,961 Daniel Pettit 1,959 Matthew Granato 1,959 Eric Rodriguez 1,958 Joseph Gojcaj 1,956 Mike Allen 1,949 Patrick Locke 1,944 John Curry 1,941 Igwe Nwagwu 1,940 Zinsou Ayihonsi 1,937 Jennifer Montgomery 1,928 Jonathan Ramirez 1,928 Guillermo Sanchez 1,925 Orlando Crimmel 1,924 Cameron Ashcroft 1,921 Daniel G Johnson 1,909 Noor Mohammed Raju 1,904 Matthew Lehman 1,902 Sam Chan 1,901 Mohammad Wael Taher 1,896 Alex Paguio 1,893 Juan Montana 1,881 Shalom Chaimov 1,880 Shawn Mishra 1,880 Catherine Turner 1,879 Maxon Elozier 1,872 Gregory McDuffie 1,870 Kathleen McNamara 1,869 Tommy Hogan</p>	<p>1,869 Brittany Ketner 1,864 Alon Barnur 1,863 Ryan Marrero 1,862 Samson Adelfufosi 1,862 Steven Chandler 1,859 Patrick Guthrie 1,859 Elifranc Deus 1,857 Matthew Castelli 1,855 Nasr Nasr 1,853 Desarae Freeman 1,849 Sandra Dumas 1,846 Rawad El Ghadban 1,844 Ruben Soberanes 1,843 Max Schober 1,839 Douglas Clarke 1,836 Scott Florin 1,834 Danh Bui 1,833 Daniel Bean 1,829 Chelsea D Smith 1,826 Mark Lahijani 1,822 Christopher Gebhardt 1,822 Scott Hanna 1,820 Thomas Tulowiecki 1,818 Helen Taylor 1,811 Aref Sayegh 1,810 Randolph Tucker 1,806 Kasali Kotun 1,805 Cherrelle Noyd 1,801 Rebecca Mehlinger 1,794 Marcus Mosley 1,784 Nina Blackmon 1,773 Fabian Aniekwensi 1,761 Courtney Halldorson 1,759 Sayd Hopiane 1,755 Robert Arroyo 1,753 Sayed Hashimi 1,748 Mahdi Delsad 1,747 Myra Espinoza 1,747 Matthew A Wilson 1,738 Crissal Hoekendorf 1,738 Evan VanErp 1,736 Eldine Mpanzu 1,735 Jason Pavunkovic 1,733 David Williams 1,733 Ericka Martinez 1,732 Patrick Kelly 1,732 Ronald Knoedler 1,730 Bryan Fronberger 1,729 Travis Picklesimer 1,728 Jennifer Montgomery 1,727 Jonathan Ramirez 1,726 Guillermo Sanchez 1,725 Orlando Crimmel 1,722 Joshua Yurinko 1,720 Austin A Smith 1,718 David Melendrez 1,718 Octavio Villa 1,717 Carmela Pellen 1,716 Cheri Xie 1,706 Maria M Ramirez 1,706 Yi Sun 1,705 Michael Scatena 1,704 Riche Haye 1,702 Stephan Abrecht 1,701 Orett Nelson 1,696 Lionel Njeukam 1,693 Ranjana Chopra 1,681 Stephen Fougere</p>	<p>1,675 Genesis Hernandez 1,674 David Ramirez 1,673 Loua Farunia 1,665 Todd Sowell 1,664 Daniel Taormina 1,664 Clint Perry 1,664 Shane Valentine 1,662 Justin Diaz 1,660 Joseph Webster 1,655 Joshua Pinckney 1,652 Troy Crane 1,648 Logan Appleton 1,646 Sean Sparkman 1,646 Alan Rosenberg 1,646 Felice Villarama 1,645 Nadezhda Vitchev 1,644 Noah Bort 1,636 Nasser Guerrou 1,634 Erik Andrade 1,634 Timothy Silva 1,630 Ky Kollar 1,629 Debra Small 1,628 Benjamin Ainscough 1,628 Marisol Marin 1,627 Ronald Slusarski 1,626 David Evans 1,619 Chad McLaughlin 1,618 Roberts Matthews 1,618 Sharlene Hollins Bell 1,616 Valencia Ulaj 1,615 Ashley Rust 1,613 Lynn Jenkins 1,612 John McCarthy 1,609 Valentina Gojcaj 1,604 Lincoln Dziekonski 1,602 Julian Dickinson 1,599 Jeremy Doucet 1,596 Jason Cooper 1,592 Thomas Romeo 1,587 Edmaggie Myrthil 1,582 Martin Galindo 1,576 Rosemary Soto 1,574 Victoria Varney 1,574 Ed Olfert 1,573 Timothy Moody 1,569 Angela Waller 1,569 Stuart Burks 1,567 Joy Manasse 1,564 Benjamin Wechsler 1,562 Michael Neundorf 1,562 Chad Muise 1,556 Jonathan Emura 1,555 Bryan Czajkowski 1,551 Laron Epps 1,551 Jody-Ann Peters 1,550 Braxton Amy 1,547 Jessica Boss 1,546 Christopher Leasure 1,545 Danielle Dhaiti 1,542 Aubrey Kettle 1,540 Tyler Dahlin 1,540 Destiny Wesley 1,539 Kenneth Gordon 1,539 Jediah Tropkoff 1,537 Brandon Haley 1,537 Gladis Orocco 1,536 Lleison Martinez 1,530 Melissa Losk</p>	<p>1,528 Jacky Lei 1,526 Daniel Martinsen 1,526 Codey Parks 1,525 Travis Barnes 1,523 Amy Shui 1,522 Jeffrey Espinal 1,521 Isaiah Banks 1,517 Shannon Stroud 1,515 Angel Cordero 1,515 Peter Arcuri 1,514 Anthony Ferraro 1,512 Robert Ensign 1,508 Mathieu Cook 1,501 Sharif Grays 1,500 Justin Thompson 1,499 Benjamin Van Fossen 1,499 Magnum Rolle 1,496 Horace Johnson 1,496 Sean Blaney 1,486 Thames Nolan 1,485 Brackin Flitton 1,483 Sage York 1,476 DeAnthony Hartman 1,475 Joseph Massucci 1,472 Dwight Dube 1,470 Vassilios Katos 1,470 Robert Ulreich 1,469 Jordan Lacy 1,468 Brian Poole 1,468 Kristin Murphy 1,467 Scott Remmey 1,467 Mario Andres Chavez 1,465 Bryon Edginger 1,462 Hamilton Cribbs 1,457 Jose Anderson 1,451 Sheri Burgess 1,449 Alexander Wood 1,447 Harley Miles 1,447 Cory Kingston 1,445 Richard Bentley 1,445 Ekemini Essien 1,444 Preeti Sahgal 1,443 Winslow Choina 1,443 Dalnina Jones 1,442 George Wetherington 1,442 Brandon Dusevic 1,439 Thomas Burks 1,438 Turissa Keys 1,437 Spencer Collins-Webb 1,436 Kamal Carnegie 1,434 Maren Conway 1,434 Lisa Kahan 1,433 Gabriel Manzo 1,433 Brenda Gamboa Ramirez 1,431 Austin A Smith 1,429 Joseph Benedetto 1,428 Derek Jansen 1,428 Colten Landis 1,426 David Chen 1,426 Kaiser Fernandez 1,422 Eduardo Hernandez 1,420 Kempton Perry 1,420 Rani Simpson 1,418 Jamell Ramsay 1,414 Carrie Lowe 1,410 Jessie Holland 1,410 Bruno Bugliosi 1,406 Hector Sartori 1,406 Joseph Hedborn</p>	<p>1,405 Kastriot Useni 1,405 Sonia Silva 1,404 De'Jour Washington 1,401 Luz Garcia 1,398 Anthony Greco 1,397 Bernardo Lopez 1,392 Lee Jeffers 1,391 Kaitlyn Cobb 1,391 Kathryn Williams 1,388 Luc Do 1,386 Ryan McCann 1,385 Ashley Odonal 1,385 Cheyanne Malcom 1,384 Bernadette Casciato 1,384 Bethany DuBois 1,381 Glyn Hurst 1,381 Janalin Bennett 1,380 Laurekins Pardovani 1,379 Sean Blaney 1,378 Julia Loboda 1,377 Emily Case 1,375 Maile Chillingworth 1,374 Deonte Jones 1,373 Milena Arceo 1,372 Denzel Banford 1,370 Steve Bryant 1,369 Jason Bratin 1,368 Joseph Zatarain 1,367 Brian Schmitz 1,367 Courtney Lavitch 1,365 Douglas Holcomb 1,363 Cynthia Villareal 1,362 Sharon Briscoe 1,362 Mario Francis 1,361 Cameron Eng 1,360 Marcia McDuffie 1,359 Luis Suarez 1,357 Michael Ezeafullukwe 1,356 Aquaya Cole 1,355 Jason Kuepfer 1,354 Joseph Dillon 1,354 Jason Bierly 1,353 Penny Davis 1,352 Mark Tusung 1,352 Natasha Porter 1,352 Lorena Avila 1,350 Stuart Pagan 1,348 Jonathon Turnick 1,347 Amanda Lawler 1,345 James Brown 1,345 Christa Bartol 1,344 Lisa Kahan 1,343 Gabriel Manzo 1,343 Brenda Gamboa Ramirez 1,341 Kellie Hoffman 1,340 Austin A Smith 1,339 Peter Davis 1,337 Shome Brown 1,331 Anthony Petrosky 1,330 Michael Battaglio 1,328 Cicely Scott 1,327 Alex Miller 1,323 Jamie Klibert 1,322 Matthew Dzurilla 1,322 Jesse Morris 1,319 Timothy Copenhaver 1,319 Sara Rostamjalilian 1,318 Kira England 1,317 Alexis Tran</p>	<p>1,317 Tyson Hill 1,316 Kaitlyn Everts 1,316 Mary Jones 1,314 Chase Hrivnak 1,313 Christopher Rantanen 1,313 Hakan Ozalpaskan 1,313 Shane Yafe 1,311 LC Clark 1,311 James Franklin 1,309 Orby Kelley 1,307 Athea Buchanan 1,306 Nicholas Jones 1,301 John Zwald 1,300 Tiffani Tavormina 1,297 Dylan Murphy 1,291 Crystal Vairetta 1,290 Jacob Garza 1,290 Jennylyn 1,289 Militante-Radnoty 1,289 Serena Peterson 1,288 Angelique Anast 1,287 Ryan Witham 1,285 Carole Idolphine 1,285 Michael Dowler 1,283 Benjamin Dezwart 1,280 Logan Holle 1,278 James Tolley 1,277 Anyssa Ayala 1,273 Charles Brown 1,271 Buffy Kunkle 1,269 Jarred Spanbauer 1,269 William Szabo 1,268 Charles Gotcher 1,264 Kevin Butchino 1,263 Tiffany Beadnell 1,260 Patricia Contreras 1,258 Roxanna Lugo-Cuevas 1,257 Matias Orrego 1,257 Aquaya Cole 1,256 Jonathan Bartlett 1,251 Christine Lee 1,250 Nicholas Atallah 1,247 Kaitlyn Brandt 1,246 Erin Gonzalez 1,245 Roberto Navarro 1,244 Arien Seemann 1,242 Julia Martins 1,242 Ryan Ohm 1,241 Rochelle Royce 1,241 Noli Alea 1,240 Juliana Quessa 1,236 Liza Cacevic 1,236 Gregory Caldwell 1,235 Ian Zollos 1,234 Zachary Whipple 1,233 Nina Reina 1,233 Christianne De Oliveira 1,232 Shala Hardy 1,224 Erickson Depina 1,223 Jeffrey Witherall 1,220 Todd Riescher 1,219 Loren Herndon 1,218 Daryl Graham 1,218 John Passi 1,218 Daniella Cala 1,218 Sara Rostamjalilian 1,218 Alexander Del Castillo 1,216 Dennis Ferrer</p>	<p>1,215 Sean Walsh 1,214 Joshua Reyes 1,213 Tisha Joyner 1,211 Braden Hale 1,210 Janine Watkins 1,208 Zindora Crawford 1,206 Donovan Charleston 1,205 Kainoa Jensen 1,205 Ky-Roh Dodd-May 1,204 Jonathan Giaco 1,201 Ramon Kemp 1,200 Soane Aho 1,200 Stefan Klimovic 1,197 Andrew Severson 1,196 Candace Dillon 1,195 Fili Arango 1,194 Rex Workman 1,193 Sukhwinder Chahal 1,192 John Nell 1,191 Wesley Stroud 1,189 Ebuwa Ottagho 1,189 Willard Baxa 1,188 Seth Caldwell 1,187 Jammal Coleman 1,187 Donald Wichman 1,186 Yojainys Maceo Lobaina 1,185 Thaddeus Dahl 1,184 Gerardo Gonzalez 1,184 Charles Chesnut 1,183 Sherrie McCarty 1,182 Chastity Swanson 1,179 Kirk Samlal 1,179 Marina Landry 1,176 Adam Carlie 1,176 Vejai Etwaroo 1,175 Patrick Radcliffe 1,175 Joshua Gaskin 1,175 Shirene Best-Henry 1,175 Mary Robinson 1,173 Vaisinia Abio 1,172 Stephen Ehler 1,172 Kaitlyn Brandt 1,170 Sabrina Reed 1,169 Jamie Tan 1,168 Lee van Delft 1,168 Chavis Holmes 1,167 Nickesha Mitchell 1,167 Linda Davis 1,165 Daniel Dobyns 1,165 Michael Clemente 1,164 Charlie Lane 1,163 Alex Ream 1,160 Joachim Jean 1,159 Connor Ritchotte 1,158 Christopher Belleperche 1,157 Morota Rusew 1,155 Kyla Reeve 1,152 Holly Labonte 1,150 Tene Jones 1,149 Veronica Coval 1,147 Mackenzie Chudzik 1,147 Kevin Appasamy 1,146 Adrienne Bragas 1,143 Althea Rozario 1,143 Barbara Provo 1,143 Tanya Labinowicz</p>
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WORLD'S GREATEST BONUS - CONTINUED

\$ 1,140 Austin Nguyen	\$ 1,119 Deborah Calvert	\$ 1,088 Akshay Toora	\$ 1,062 Ryan Dean	\$ 1,041 Phillip Waisman	\$ 1,018 Deshawn Moore	\$ 6,175 Harold Durana	\$ 3,709 Jesse Rennich	\$ 2,532 Oleg Novitchii	\$ 1,730 Raul Rojas	\$ 1,167 Andrew Severson	\$ 772 Casey Kunash
1,140 Rafael Marte Acosta	1,119 Matthew Dawson	1,088 Einstein Zarzuela	1,062 Lidia Meglei	1,040 Cleon Deal	1,018 Anthony Sava	6,162 Dustin Dunbar	3,669 Ronald Rivera	2,527 Joseph Kanaan	1,728 Daniel Dunham	1,159 Ransye Vazquez	771 Clint Perry
1,139 Navjot Bamra	1,119 Jasmine Stevenson	1,086 Diane Williams-Lewis	1,061 Brittany Luke	1,038 Aaron Jonas	1,017 Andrea Yee	6,156 Daniel G Johnson	3,634 Alma Lozano	2,526 Christine Moore	1,715 Christine Elledge	1,149 Dominic Telymonde	760 Angela Landry
1,137 Gjon Ljuljduraj	1,117 Cleopatra Sola	1,084 Brian Melvin	1,061 Russell Jackman	1,038 Donald Bower	1,017 Alex Francois	6,118 Massoud Vaziri	3,624 Tucker Gregor	2,517 Thomas Huynh	1,714 Joshua Reyes	1,137 Joy Vann-Austin	743 James Sodan
1,135 Sangeet Khanna	1,116 Venus Grier	1,082 Tamika Freeman	1,061 Lysle Obad	1,032 Babajide Obashoto	1,017 Tyler Hunt	6,041 Richmond Gerrish	3,607 Dan Ikei	2,505 Kyle Lewicki	1,713 Nic Iagulli	1,127 Michael Joseph	738 Byron Paz
1,135 Muzit Berhe	1,110 Unique Emrick	1,082 Frank Blair	1,059 Cory McNutt	1,031 Sione Maumau	1,017 Payam Sami	6,009 Joshua Krueger	3,572 Paul Kelly	2,478 Johnny Ly	1,709 Kelvin Fernandez	1,119 Brittany Ketter	729 Calvin Irving
1,135 Nina Zidrashko	1,110 Funmilola Etumade	1,081 Matthew Speroff	1,059 Maria D Ramirez	1,030 Alexander Horden	1,014 Kerri Montalbano	5,963 Anthony Theriault	3,560 Harjeet Rana	2,474 Devon Chapman	1,708 Christian Gojcaj	1,109 Jackson Hamilton	727 Ross Ewen
1,134 Steven O'Neill	1,109 Stan Crougher	1,081 Kelly Matthews	1,059 Sonia Tyner	1,030 Dawn Collins	1,013 Cherie Glover	5,890 Brandon Minor	3,552 Jessica Wilhite	2,448 Victoria Varney	1,704 Andrew Hynan	1,101 Marquel Burns	723 Jordan Reinhold
1,134 Nicholas Chuma	1,108 Delano Gibbs	1,079 Charles Belt	1,059 Avery Allmond	1,030 Jon Golin	1,012 Edward DeFurio	5,882 Travis Kovach	3,549 Michael van Delft	2,423 Edmaggie Myrthil	1,685 Minh Phung	1,073 Richard Johnson	722 Lisa Mosley
1,132 Daniel Toshner	1,104 Nathalia Ayub	1,078 Cecilia James	1,058 Charmaine Junio	1,030 Nicole Preston	1,011 Jessica Daniels	5,850 Rodney Ward	3,535 Brian Schreiter	2,411 Eric Peyton	1,681 Hector Mendez	1,070 Thomas Longino	713 Brandon Haley
1,130 Sherry Schick	1,104 Patrick Carroll	1,078 Jennifer Guglielmo	1,057 Corey Cox	1,029 Shannon Stewart	1,011 Ashley Hutson	5,800 Yemi Akinade	3,496 Edwin Cuevas Quinones	2,409 Aaron Parsons	1,659 Anthony Greco	1,070 James Harding	710 Michael Cirelli
1,130 Joseph Tapia-Saavedra	1,104 Peter McNamara	1,077 Chantal Doucet	1,057 Monica Montgomery	1,028 Riley Callaghan	1,011 Michael Bamiro	5,790 Lamar Livingston	3,496 Edwin Cuevas Quinones	2,404 Kenan Hyseni	1,659 Anthony Greco	1,069 Chirotam Ilokwu	698 Zachary Whipple
1,128 Kendra Cook	1,102 Micah Hunter Small	1,075 Zachary Flynn	1,056 Gregory Hammonds	1,028 Jheanelle Hughes	1,010 Nelson Desmond	5,764 Morgan Lobello	3,488 Peter Kwiatkowski	2,404 Matthew Cartwright	1,655 Richard Tabanji	1,062 Avery Hearn	694 Matthew Castelli
1,127 Chris La Fond	1,099 Logan Akers	1,074 Janeth Evaristo	1,052 Lisa Nguyen	1,028 Jorge Tonibio	1,009 Yuriy Kosovan	5,718 Asiguy Haugabook	3,453 Gevorg Yanukyanyan	2,358 Mark Beckford	1,640 Saul Lopez	1,052 Ryan Dean	689 Mavrick Fredericks
1,127 Natalya Waldron	1,098 Michael Tolman	1,073 Spencer VanDerHorn	1,052 Darius Rowan	1,027 Javier Roe	1,005 Bruce Viaje	5,563 Bruce Viaje	3,437 Jason Green	2,342 Robin Gonzalez	1,605 Michael Russo	1,051 Michael Russo	688 Blake Tomblin
1,126 Phillip Ray	1,098 Kamaldeep Sampat	1,072 Jason Garland	1,051 Diana Gyozyalyan	1,025 Derick Cognion	1,005 Paul M Smith	5,557 Paul M Smith	3,435 Hirenkumar Patel	2,321 Arman Masomzadeh	1,579 Abraham Weissman	1,049 Landon Schlag	680 Todd Riescher
1,126 William Sukhenko	1,097 Dia Ghandour	1,069 Renita Fulcher	1,049 Jenny Alvarez	1,023 Dejan Kukolj	5,515 Alex Kae	5,515 Alex Kae	3,402 Robert R Hamilton	2,300 Monique Safari	1,551 Therese Bolese	1,048 Jenna Gula	676 Amber Fitzmartin
1,126 Edward Marin	1,096 Sung Oh	1,068 David Hefflin	1,049 Jacyln Polizzi	1,022 Raymond Praytor	5,504 Shahab Mahdaveinejad	5,504 Shahab Mahdaveinejad	3,387 Melinda Skinner	2,270 Joseph Tomanovich	1,550 Shayla Williamson	1,047 Aaron Cooper	675 Chase Miller
1,125 Willette Washington	1,095 Clint David	1,068 Brandon Schweitzer	1,048 Vanessa Ramroop	1,022 Joshua Jahnissh-Maltese	5,469 Dina Boghdady	5,469 Dina Boghdady	3,382 Virakbot Oung	2,261 Denis-Michael Catalano	1,530 Phillip Waisman	1,047 Philip King	669 Jeffrey Roland
1,123 Nathaniel Newberry	1,094 Brian MacDonald	1,066 Arthur Westergren	1,048 Jessica Bamber	1,022 Jonathan Maust	5,458 Patrick Knouse	5,458 Patrick Knouse	3,355 Justin Sutton	2,252 Chris La Fond	1,486 Patricia Contreras	1,047 Megan Connors	667 Rosemary Soto
1,123 Pamela Faircloth	1,094 Kelsi Jewell	1,065 Wendy Fisher	1,047 Marta Muniz	1,022 Donia Abdeljabbar	5,228 Matthew Turmquist	5,228 Matthew Turmquist	3,355 Omar Fernandez	2,244 Gaston Morales	1,483 Deonte Jones	1,043 Sally Wilson	662 Aaron Haynes
1,120 Patricia Smedal-Summers	1,094 Juan Nunez	1,065 Alison Sterzer	1,043 Ryan Arnoldy	1,020 Richard Villano	5,125 Carlo Buhay	5,125 Carlo Buhay	3,351 Sokol Faziliu	2,200 Antonio Evans	1,480 Cameron Stanley	1,041 Dylan Murphy	659 Matthew McDowell
1,120 Brady Sylvester	1,093 Catherine Doyle	1,064 Vincent Zarella	1,042 Marta Lojewska	1,020 Francisco Vasquez	5,106 Christopher Botelho	5,106 Christopher Botelho	3,336 Jon Hernandez	2,196 Alba Williams	1,475 Phillip Waisman	1,040 Jeffrey von Kienast	657 Antonio Denino
	1,089 Tyler Scott	1,063 Omar Fernandez	1,041 Danita George		5,104 John Ophals	5,104 John Ophals	3,330 Adem Abdula	2,195 Michael DeGiovanni	1,470 Ryan Hall	1,018 Maurice Coleman	652 Anthony Dixon

LEADERSHIP BONUS

①	②	③	④	⑤
				
\$59,758 Surace-Smith	\$35,603 Surace-Smith	\$35,519 Altig-Orlovic	\$24,655 Surace-Smith	\$24,257 Souley Bah

MARCH BONUS LEADERS

PAYOUT: \$1,807,275

QUALIFIERS: 682

\$ 59,758 Marc Salvaggi	\$ 15,697 Robert Kanaan	\$ 12,155 Thomas Vena	\$ 9,880 Charles Ferrari	\$ 7,944 Jeffery Thiel	\$ 7,042 Dominick Williams
35,603 Matthew Parks	15,629 Yussuf El-Zein	11,841 Michael McKiernan	9,864 Walter Icaza	7,941 Sean Velasquez	6,937 Mario Hajro
35,519 Mark Neilson	15,565 Ryan Stenglein	11,530 Darcy Schriber	9,484 Andrew Wagner	7,872 John M McGrath	6,900 Derek Foore
24,655 Daniel Hartwig	15,392 Matthew Conrad	11,497 Scott Wheeler	9,471 Nicholas Lorence	7,838 Eric Thompson	6,678 Beau Locker
24,257 Elyse Bryan	14,550 Kimberly Hamilton	11,418 Tony Geer	8,966 Brandon Summerton	7,827 Tina Janti	6,533 Alipate Makaui
23,436 Joshua Dishong	13,967 Brody Maughan-Evanson	11,230 Andrew Batten	8,630 Christie Jauch	7,817 Patrycja Grudzinska	6,524 Natalie Linker
22,113 Doreen Ryan-Foti	13,440 Reynolds Akuamoaa	10,896 Corey Helly	8,569 Melinda-Rae Lyse	7,353 Alix Albright	6,417 Michael Russin
21,138 Tom Weller	13,360 Bobby Gujral	10,583 Britton Costa	8,562 Joshua Crisp	7,338 Joshua Jackson	6,377 Alan Sedaghat
18,433 David Wang	13,177 David Carpenter	10,307 Matthew Diulus	8,492 Daryl Graham	7,254 Jonni Ng	6,361 Mahadai Kryshundayal
17,677 Sara Vaz	13,057 Jacqueline Kabluyen	10,185 Justin Mansfield	8,399 Justin Adams	7,237 Duane Shaw	6,360 Stephen Giddens
17,446 Mark Dushaj	12,965 Brent Bowling	10,088 Joshua Olin	8,173 Ryan Wilson	7,213 George Kamel	6,354 Anita Ferris
17,157 Luay Ghawi	12,675 Zach Otto	9,931 Brian Zuzick	7,950 Brenda Fox	7,095 Avi Kauderer	6,224 Jason Bratin

R99 LEADERSHIP BONUS

1



MATTHEW PARKS
\$48,114
Surace-Smith

2



RYAN FICKERT
\$33,345
Zachary Hart

3



PATRICK BONDURE
\$33,260
Surace-Smith

SA/99 DIRECT CODE FIELD TRAINING BONUS

1



SHERRIE MCCARTY
\$12,360
Dustin Venekamp

2



TINA JANTI
\$11,699
Altig-Orlovic

3



MARK TUSING
\$8,975
Simon Arias

4



RANGJI WITTIKA
\$8,794
Steve Friedlander

5



CLINT PORRY
\$8,744
Altig-Orlovic

MARCH BONUS LEADERS

PAYOUT: \$403,721

QUALIFIERS: 124

\$ 48,114 Matthew Parks	\$ 6,013 Justin Adams	\$ 3,771 Ryan Stenglein	\$ 1,852 Doreen Ryan-Foti	\$ 1,160 Kevin Appasamy	\$ 735 Anacleto Arevalo
33,345 Ryan Fickert	5,767 Steven Redd	3,730 Randy Teyssier	1,809 Michael Clemente	1,054 Jesse Rennich	660 Cara DeFiore
33,260 Patrick Bendure	5,034 Brian Schreiter	3,536 Ryan Hall	1,736 Darcy Schrieber	1,015 Jonni Ng	659 Alberto Alcala
18,659 Thomas Vena	4,959 Matthew Tumquist	3,269 Michael Gerstein	1,715 Janet Quintana	980 Michael Cirelli	620 Jonathan L. Jones
17,945 Matthew Diulus	4,926 Robert Kanaan	3,135 Jake Yagjian	1,537 Sara Vaz	971 Dustin Holtz	596 Steven Warner
13,793 Christopher Hintz	4,652 Sean Velasquez	2,959 Hemerson Gonzalez	1,395 Patrick Stenglein	971 John Sparby	585 Bruce Viaje
12,570 Bobby Gujral	4,580 Beau Locker	2,766 Joshua Olin	1,391 Stephen Jeung	927 Evan Holzhauer	577 Ryan McIntosh
12,289 Nicholas Lorence	4,568 Michael Laramie	2,732 Steven King	1,344 Patrick Knouse	920 Chris La Fond	571 Jeffrey Hall
8,608 Luay Ghawi	4,545 Paul Kelly	2,606 Andrew McQuade	1,298 Marc Salvaggi	908 Rachel Brown	556 Natalie Linker
8,239 Corey Helly	4,486 Eugene Garcia	2,558 Mathew Mealey	1,286 Charles Ferrari	890 Britton Costa	549 Dustin Dunbar
7,555 David Carpenter	4,361 Joshua Dishong	2,269 Blake Higuchi	1,236 Zach Otto	841 Trevor Mayer	536 Melinda-Rae Lyse
6,940 Stephen Giddens	4,291 Ricardo Subero	2,104 Brandon Summerton	1,234 Morgan Lobello	816 Menno Glick	521 Alex Kae
6,675 Robert Janev	3,983 Daniel Hartwig	2,083 Ryan Wilson	1,225 David Nham	780 Lorena Barriere	514 Christie Jauch
6,421 Sanaz Mirza Baig	3,917 Mark Neilson	2,005 John Ophals	1,206 Joseph Tomanovich	747 Michelle Martinez Aviles	509 Harold Durana
6,239 Levar Morgan	3,890 Brett MacCannell	1,901 Hunter Houvener	1,189 Glenn Martin	742 Robert Park	

MARCH BONUS LEADERS

PAYOUT: \$814,908

QUALIFIERS: 639

\$ 12,360 Sherrie McCarty	\$ 3,323 Evelyn Howell	\$ 2,485 Leonardo Perez	\$ 1,916 Deaveon Francisco	\$ 1,505 Joseph Roloto	\$ 1,174 Veronica Velez
11,699 Tina Janti	3,271 Mariam Shahid	2,482 Laurekins Pardovani	1,915 Joseph Delaura	1,493 Matthew Sutton	1,173 Candace Minor
8,975 Mark Tusing	3,266 Amber Fitzmartin	2,431 Raul Aquino	1,903 Faamasinoga Eneliko	1,476 Ronald McCormick	1,159 Jenna Grula
8,794 Rangji Wittika	3,260 Rovena Lulgjuraj	2,415 Erna Gasanin	1,897 Christopher McGlone	1,461 Gladis Orozco	1,150 Michael van Delft
8,744 Clint Perry	3,255 Kemberly Sousa	2,359 Darius Rowan	1,883 Bethany Evans	1,450 Victoria Lammey	1,147 Danyal Alian
7,280 Ionatan Fiscu	3,230 Timothy Bugge	2,357 Jenny Kim	1,866 Riche Haye	1,442 Heather R Smith	1,145 LaDelus Brown
7,227 Fili Arango	3,208 Allan Allas	2,347 Taulant Bane	1,841 Andrew Siebert	1,441 Christopher A Morrison	1,120 Romie Murphy
6,369 James Marks	3,173 Walter Collie	2,326 Jake Frisosky	1,838 Ryan Witham	1,439 Dustin Oetzman	1,117 Jennifer Reed
5,811 John Santososso	3,140 Sean Sparkman	2,324 Tiffany Harmouche	1,834 Aref Sayegh	1,423 Marie Laine	1,110 Joshua Ellis
5,481 Gregory Rudolph	3,137 Sarah Gilmore	2,297 Austin Timmons	1,803 Ethan Dewyer	1,423 Joseph Harnden	1,106 Peng Thao
5,363 Heriberto Chavez	3,100 Ashley Hutson	2,295 Dean Gushi	1,796 Mayra Robles	1,411 Kenneth Gordon	1,104 Jocelyn Appleton
5,248 James Tolley	3,088 Konstantina Skalkos	2,271 Edmaggie Myrthil	1,791 Ebuwa Otagho	1,400 Samuel Wolf	1,099 Asad Ahmed
5,029 Matthew Neish	3,088 Kelly Schoenherr	2,264 Noah Bort	1,787 Jeffery Roland	1,395 Chase Miller	1,097 Edward Leon
4,913 Carey Hartman	3,079 Raymond Praytor	2,249 Deseric Davenport	1,783 Daniel Foore	1,388 Cristina Fox	1,091 Jeremy Doucet
4,744 Logan Holle	3,070 Jonathan Drummond	2,233 Dan Nebraski	1,775 Ryan Vance	1,384 Ryan Vance	1,088 Christopher McFoy
4,661 David Duddy	3,050 Kamal Tayyib	2,228 Connor McCollum	1,758 Michael Foret	1,383 Brooke Bogs	1,078 David Eggleton
4,604 James Sherwood	3,007 Eric Thompson	2,216 Dylan Johnson	1,743 Hercules Mimaros	1,379 Ryan Bevan	1,070 Luke Skotnicki
4,583 Seth Frisby-Jack	2,978 Timothy Wilson	2,215 Chelsea Peacock	1,741 Damaris Trejo	1,375 Gregory Soto	1,064 Linda Marquez
4,511 Matthew Trombley	2,977 Luc Do	2,215 Curtisha Stephens	1,740 Hanna Gore	1,367 Danielle Morales	1,060 Althea Rozario
4,487 Ryan Ohm	2,909 Adam Kidikas	2,203 Andres Morales	1,738 Dulce Paz	1,351 Travis White	1,059 Claudia Jacquet
4,421 Sarah Herbold	2,909 Bradford DeLuca	2,200 Mark Lahijani	1,734 Barney Browner	1,349 Elena Flores	1,054 Alectra Kelley
4,408 Jared Guglielmino	2,835 Trace Johnson	2,189 Nathaniel Oliver	1,733 Nathaniel Newberry	1,349 Alexis Pineiro	1,047 Connor Hinman
4,351 Joshua Jahnish-Maltese	2,829 Stella Roznovan	2,186 Kevin Kondrad	1,730 Jonathon Turnick	1,348 Mark Auvil	1,046 Nathan Doyle
4,308 Rosemary Soto	2,801 Tereanio Edgar	2,172 Yi Sun	1,730 Benjamin Varner	1,348 Alan Arellano	1,045 Nicholas Deliberto
4,277 Cristian Alaimo	2,800 Manuel Diaz	2,167 Narcis Buncianu	1,729 Tamara Harvey	1,333 Mai Chang	1,041 Chandler Widman
4,184 Clayton Slaughter	2,790 Nicarus Baez	2,157 Joel Trask	1,715 Leon Tellez	1,333 Aden Schrock	1,021 Rawad El Ghabdan
4,165 Denzel Covington	2,782 Patricia Contreras	2,145 Anthony Ferraro	1,711 Samisoni Koloa	1,323 Lucas Bauer	1,018 Deonte Jones
4,130 Zachery Hawthorne	2,734 John Vacca	2,132 Juan Olvera	1,706 Kimberly Quinn	1,322 Michael Yumping	1,013 Ky Kollar
3,959 Kristina Joachim	2,676 Shane Valentine	2,124 Jacob Hogan	1,702 Daniel Charron	1,314 Isaiah Bruce	1,012 Joseph Grider
3,915 Benjamin Sager	2,649 Holly Bonhorst	2,119 Holly Bonhorst	1,690 Juliana Quessa	1,313 Elliot Rush	1,007 Mahdi Wade
3,896 Calvin Irving	2,649 Jovanie Scarlett	2,109 Roberto Navarro	1,682 John Cisna	1,308 Bridget Lasley	1,002 Ashley Gallegos
3,817 Aaron Piotrowski	2,636 Joseph Gojcay	2,101 Kayne McWilliams	1,673 Tami Chaimov	1,305 Anthony Sava	997 Brandon Clark
3,731 Dominic Facchini	2,602 Kalen Dugan	2,097 Tanya Sutton	1,672 Sean Newlin	1,301 Ashley Rust	989 Mandale Tolefree
3,660 Carolyn George	2,574 George Hardemion	2,088 Patrick Ngangyou	1,641 Michael O'Banaman	1,285 George Shafiek	986 Richard Johnson
3,631 Muzit Berhe	2,567 DeAnthony Hartman	2,067 Tyler Limebeer	1,628 Alexis Tran	1,282 David Robbins	985 Bretta-Jean Cahela
3,549 Michael Stuver	2,564 Vanessa Cohen	2,059 Stephane Bouchard	1,624 Michelle Olivo	1,272 Ho Tran	976 Mark Cormier
3,543 Jesus Romero	2,560 Sonia Silva	2,059 Brian Myers	1,623 Rebecca Duus	1,260 Brandon Mendez	965 Donald Stone
3,505 Daniel J Johnson	2,559 Ryan Dean	2,005 Paul Zuzick	1,618 Keith Doran	1,258 Patricia Cicerale	955 John Nieves
3,499 Babajide Obashoto	2,553 Elijah Brown	1,992 Phyto Phyto	1,618 Cameron Ashcroft	1,240 Sean Gillespie	953 Dennico Crewe White
3,455 Phillip Waisman	2,548 Richard Millington	1,991 Joshua Morris	1,613 Antoinette Williams	1,215 Dominick Williams	953 Shanita Ellmers
3,450 Veronica Bradford	2,547 Avery Allmond	1,960 Dana Velez	1,612 Colton Gould	1,213 Rechel Brown	948 Scott Hanna
3,433 Travis Vaughn	2,536 Cristian Santiago	1,946 Avery Hearn	1,598 Brian Cabral	1,210 Travis Barnes	947 Andrew Alexander
3,407 Michael Joseph	2,527 Ashley Odonal	1,938 Christian Gojcay	1,594 Audrey Logan	1,204 Daniel Veliz	947 Zachary Robertson
3,399 Vasu Pathak	2,511 Joshua Mitchell	1,936 Robert Vizoli	1,546 Iffrah Tahir	1,201 Evelyn Juarez	945 Alfred Puylara
3,382 Jacob Kieffer	2,506 Joseph Massucci	1,925 Jeffrey Espinal	1,543 Jeffrey Espinal	1,199 Steven Counts	944 Christopher Visnesky
3,379 Michelle Caouette	2,496 Donte Grant	1,925 Micah Focken	1,531 Ervin Cruz	1,185 Jennifer Ragan	943 Logan Appleton
3,372 Marques Holmes	2,495 James Harding	1,919 Joshua Yurinko	1,506 Veronica Coval	1,177 Brent Bowling	942 Theodore Ryan

SA/GA DIRECT CODE FIELD TRAINING BONUS - CONTINUED

\$ 941 Andrew Pierce	\$ 859 Danielle Dhaiti	\$ 780 Jasmine Parker	\$ 706 Anastasia Martens
937 Robert Ensign	855 LC Clark	774 Aaron Patt	683 Dina Boghdady
935 Lauren Delzeith	852 Dia Ghandour	774 Chelsea Dale	681 Zlata Titova
930 Jason Burke	851 Chastity Swanson	771 Saba Zahid	678 Karen Shumaker
927 Joshua Lowman	838 Dario Messina	771 Lidia Meglei	677 Emily Ford
925 Ruben Chaimov	836 Adriana Aboulwafa	765 Timothy J Brown	676 Altina Arakelian
917 Colette Valrie	829 Benjamin Ortlip	763 Selma Ogresevic	673 Adrienne Bragas
914 Kayla Mumford	828 Arthur Trost	750 Jacob Merrill	670 Anthony Dixon
907 Abel Gamo	828 Christopher Leasure	745 Gregory McDuffie	670 Alexander McGaw
902 Joshua Lopez	827 Slavita Hut	745 Troy Young	663 Alexander Johnston
894 Michael Robinson	821 Liliana Rondon	737 Sarosh Khan	660 Everett Farr
891 Adem Abdula	821 Callie Smith	733 Sophie Maes	659 John Curry
880 Tiffany Tircuit	818 Eric Butt	732 Lisa Mosley	654 Marcia Fischer
877 Moises Galvan	817 Ronnette McMeans	730 Ica Gordon-White	653 Jordan Hallman
877 Joanna Hansen	799 James Robinson	729 Adam Carlile	652 William Sukhenko
874 Tyler Green	798 Dylan White	728 Precious Fulger	651 Kaylee Harvie
869 Raynaldo Lafontant	797 Anthony Rodriguez	724 Russell Jackman	651 Nicholas Chuma
865 Emily Browning	786 Tabitha McDermid	715 Joshua Rouser	649 Susan Cousineau
864 Ashley Silva	785 Aleksander Prela	710 Brandon Haley	646 Melissa Tatum
859 Leonel Lazzano	782 Derek Schmidt	708 Ryan McCann	644 Christopher Kittrell

REINSTATEMENT BONUS

1



\$6,222
Don Foti

2



\$4,058
Surace-Smith

3



\$2,725
Cindy Furer

4



\$2,645
Theodore Pappas

5



\$1,968
Theodore Pappas

MARCH BONUS LEADERS

PAYOUT: \$74,430

QUALIFIERS: 199

\$ 6,222 Sami Mogannam	\$ 1,547 Glyn Hurst	\$ 1,084 Nabil Spahi	\$ 812 Susan daCruz	\$ 682 Vassilios Katos	\$ 571 Jagdish Sukhu
4,058 Mitchell Look	1,502 Maurice Baritz	1,056 Faith Jones	783 Joseph Skaggs	640 Alan Rosenberg	543 Jack Keiderling
2,725 Nadezhda Vitchev	1,281 Dawid Liniewski	972 Wislaine Laurent	754 Tami Chaimov	618 Daniel Fitzgerald	539 Samisoni Koloa
2,645 Dason Phaul	1,190 Joseph Faisant	922 Janice Moseychuck	746 Bryan Czajkowski	616 Katherine Fallon	517 Bernadette Goins
1,968 Muhammed Ashraf	1,184 Bradley Weigand	882 Ronald Rivera	711 Herivelto Pereira	605 Dinah Cawthorne	503 Nicholas Urso
1,968 Laurekins Pardovani	1,116 Joseph B Smith	830 Steven Mason	698 Corey LaVigne	588 Stacey Cofer	



5 BONUS TOTAL: \$5,916,778

WORLD'S GREATEST \$2,816,444	LEADERSHIP \$1,807,275	RGA LEADERSHIP \$403,721	SA/GA TRAINING \$814,908	REINSTATEMENT \$74,430
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FOUNDERS CLUB

March Qualifiers—
Outstanding Producers:



Matthew Zang

Altig-Orlovic
2 Qualifications
\$83,836 Net ALP
87.5 RET



Elhanan Sing

Satti-Kanaan
1 Qualification
\$81,006 Net ALP
85.5 RET



Katie Massart

Altig-Orlovic
17 Qualifications
\$192,469 Net ALP
90.6 RET



Kevin Gillum

Surace-Smith
2 Qualifications
\$77,944 Net ALP
89.4 RET



Mark Lomonaco

Altig-Orlovic
6 Qualifications
\$76,807 Net ALP
84.6 RET



Alex Gonzales

Mathew Hart
6 Qualifications
\$79,689 Net ALP
80.3 RET



Brock Lampee

Dustin Venekamp
6 Qualifications
\$59,641 Net ALP
90.4 RET



Gary Bias

Surace-Smith
1 Qualification
\$61,605 Net ALP
87.4 RET



TIME TO REFLECT

MILLION DOLLAR CLUB

Another champion, another milestone!

Each champion will receive a bonus of \$5,000 and the Million Dollar Club Award. Congratulations on your achievements!



Tina Janti

Altig-Orlovic
Contracted 3/27/10
Qualified 3/31/18
\$1,019,336 Net ALP



Eric LaBossiere

Altig-Orlovic
Contracted 11/17/03
Qualified 3/31/18
\$1,001,860 Net ALP

DIRECTORS OF THE MONTH

Sales Directors of the Month



Murray Horowitz
Recruiting

Murray had 116.67% growth over March 2017.



Stephanie Kell
Training

Stephanie had 43.09% growth over March 2017.



PR Director of the Month

Michelle Baxter

Michelle met 118.10% of Objective during March 2018.



David Zophin

President
AIL/NILICO Agency Divisions

A BIG PART OF MY PROFESSIONAL routine involves taking some time every once in a while to stop and evaluate how I'm doing, where I am, what goals I've accomplished, and what I still have on my to-do list. For me, it's a necessity to give myself a careful review, because it's the only way I can determine if I'm on the right track or if there are some things I need to be doing differently.

Since we recently finished first quarter of 2018, now is a great time for you to do the same and take a look at what you've achieved so far this year. Look back at the objectives you set for yourself at the beginning of the year and see how far you've come in reaching those goals. Are you on track? Are you on course for completing (and maybe surpassing) those goals by the time December 31 rolls around? Because if you're not, the time to play catch-up

is now. Believe it or not, the end of the year will be here before you know it, and if you're falling behind now, imagine how hard it will be to make up for lost time a few months from now.

So if you need to give yourself a kickstart to get back on track, then go ahead and do so! If you need to write down all the positives you'll see when you reach your goals, do that. If you need to spring clean your work space or car or whatever needs decluttering, get to organizing. Or if you need to sprint up a few hills and follow that with a caffeinated beverage, then go ahead! Do what you need to do to regain perspective and then have the energy and the drive to get back on schedule. Because sometimes the hardest part about tackling a big task is actually getting started.

Think about it: how many times have you faced a challenge, and rather than jumping right in, you decided to procrastinate instead? But then once you started, you realized the first step was the most difficult one. Getting started made you understand you just needed to gain some momentum to get you to your destination. "Well begun is half done," Aristotle so wisely said, and I use those words as motivation whenever I face a daunting task. Stop delaying and just get moving!

If your first quarter performance is in line with everything you had envisioned for yourself, rock on. Keep up the good work and maybe even start aiming for something better. But if it's not, don't despair ... in fact, that's just about the worst thing you could do. Instead, take a breath and examine what you've been doing and figure out what you need to do differently. Make sure your priorities are in order. Reach out to your managers and discuss what you can do to strengthen the areas in which you're currently struggling. Remember – you're in business for yourself, but **not** by yourself.

I wholeheartedly encourage all of you to set your sights on making 2018 your best year yet. If you're on your way, congrats! And if not, remember our motto this year: **HERE WE COME**. Yes, that means all of us. Don't get left behind. Don't say you'll get to it later, or next year, or some other time in the undetermined future. I have every confidence that 2018 will be a memorable year for AIL/NILICO, and that's only because I have such confidence in all of you. You're capable of achieving great things! It's time to get out there and show the world what you're made of. 🏆



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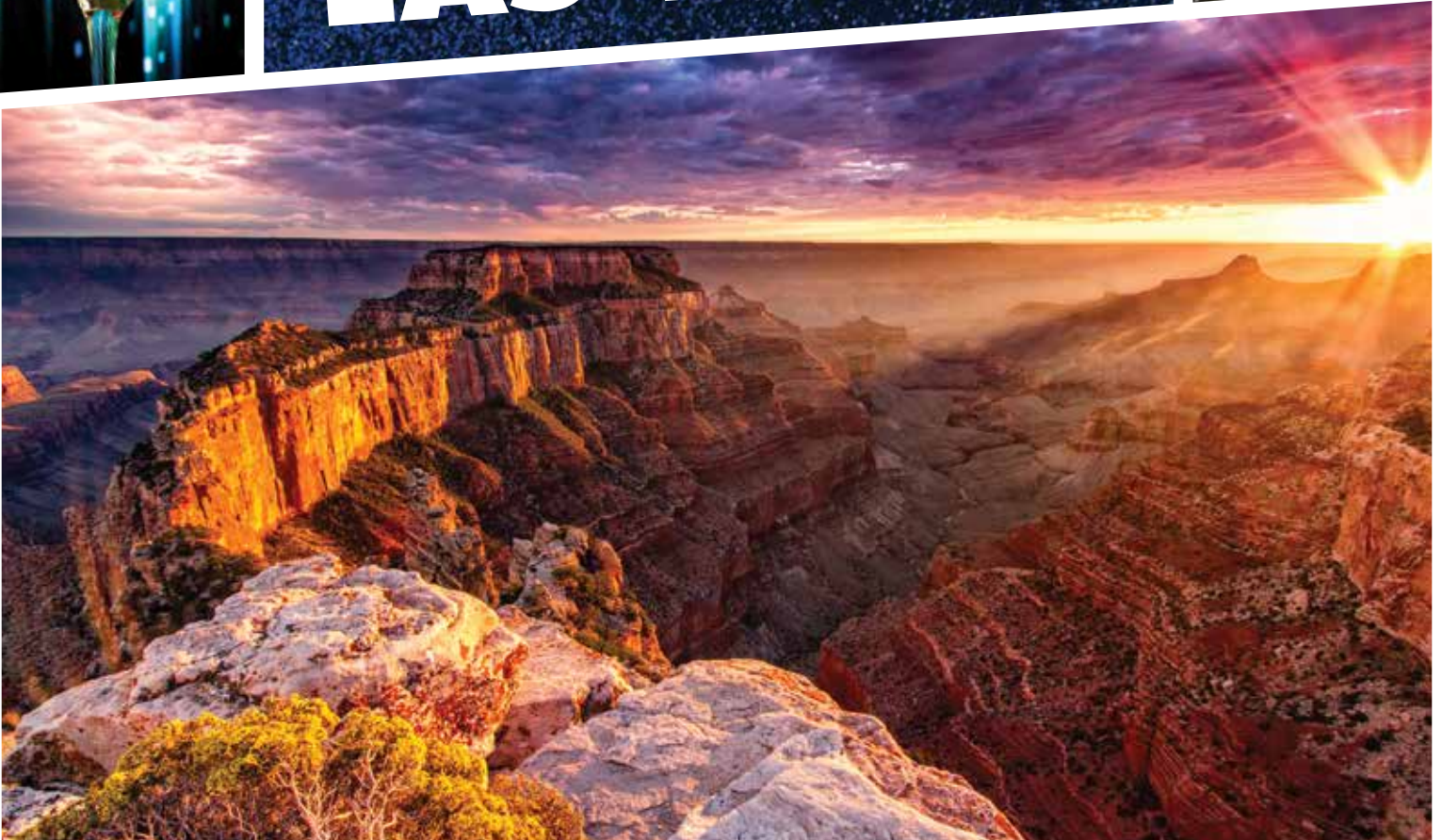
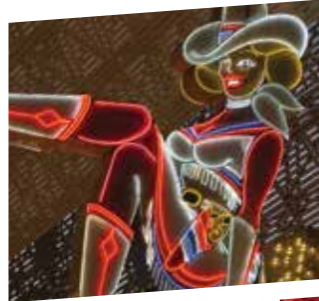
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